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Trade and Industry

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Editorial
Eleventh floor, Millbank Tower, Millbank, London SW1P 4QU
Telex 918829 answer back MBTWRG
Editorial inquiries 01-211 6088 01-211 6188 01-211 6177

Managing editor Alan Williams

Editor Gillian Samuel

Home news, statistics and art Bob Priestley John Rowles

Overseas and technology news Peter Curtis Geoff Heaford

EEC news Jim Hogan

Special features Ann Edge

Business manager Raymond Wilson 01-211 6112

Assistant business manager Jackie Stephens 01-211 6136

Circulation control 01-211 6074

Advertisement department
13 Great James Street, London WC1N 3DP
01-242 9478
Telex 299043 answer back ADDEPT G

Advertisement director Dudley Masters

Advertisement Manager Austin Hogarth

Advertisement executive Chris Atkin

Subscriptions: HMSO, PO Box 569, London SE1 9NH
01-928 6977 ext. 472

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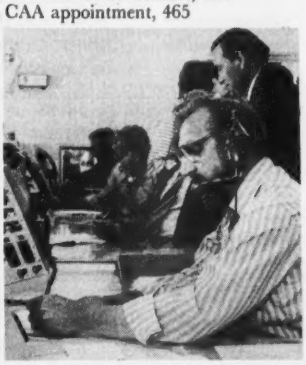

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Late deliveries

We apologise to those subscribers who are experiencing delays in receiving their copies of 'Trade and Industry'. The delays are the result of an industrial dispute at HMSO.

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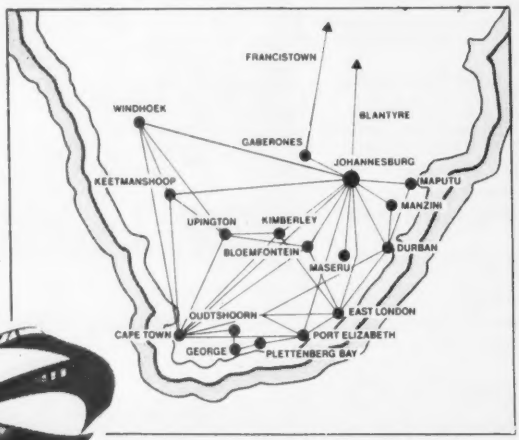

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Proposals to cut local authority controls

Proposals to scrap nearly 300 controls over local government activities were set out in a white paper published by the Department of the Environment on Tuesday and further controls are to be substantially relaxed. The controls cover education, libraries and museums, Home Office functions, environment, transport, personal social services, agriculture and food, and trading.

The white paper explains that local authorities, as democratically elected bodies, must be free to get on with tasks entrusted to them by parliament without constant interference in matters of detail from central government. The proposals, it says, represent a first step towards putting responsibility for local matters into the hands of local authorities, where it belongs. But it points out that it would be inappropriate to abandon all control over local government. Central government had a duty to pursue certain national policies even though these might be administered locally.

The government considers, the white paper says, that the majority of cases where rights of appeal to ministers against local authority decisions were concerned should remain as the most efficient way of enabling a third party to have his/her case heard on merits. The simple appeal to a minister seemed in general to be the best approach: the courts were already heavily burdened; and the alternative of administrative tribunals would be cumbersome. In some cases there might, be procedures which could meet the appeal in others no such safeguard might be needed.

In a statement, Secretary of State for the Environment Michael Heseltine explained that the government also intended to carry out reviews of statutory duties at present placed upon local authorities by legislation in the past, and of government control over capital expenditure by loval authorities giving special attention to housing. He said the government would be introducing legislation when parliament resumed to give effect to the proposals. 'Meanwhile, we are ready to listen to representations about them'.

The white paper, 'Central government controls over local authorities', Cmnd 7634, is available from HM Stationery Office, price 80p.

Energy technology best asset

Energy technology is becoming one of the world's most precious commodities – everyone needs it and it is one of the UK's most marketable assets, said Cecil Parkinson, Minister for Trade on Monday, during a tour of British stands at the 'Offshore Europe' oil equipment exhibition in Aberdeen.

The UK had a range of energy technology which reflected the fact that the country was not only just about to become selfsufficient in oil but self-sufficient in energy generally.

Mr Parkinson said that some of the best short-term opportunities were in the field of international oil and gas development – particularly offshore. He pointed out that the potential market was vast. 'But we should be under no illusion that we are going to be able to waltz in and completely dominate any number of new offshore oil provinces – countries like Brazil, Mexico, Australia and China harbour the same ambitions to supply a large proportion of equipment and services from their own industrial resources as did the UK in the early 1970s.' Nevertheless he continued, the UK had built up considerable competence in many areas of specialised engineering and services (including design and consultancy) and these were going to be invaluable as export assets.

He said that with a £2.2 billion deficit on the UK's visible trade (excluding oil) so far this year, it was partly to this kind of new technology Britain had to look for new areas of export potential. 'We certainly cannot sit back and rely on increases in North Sea oil production to make up for some very serious industrial shortcomings,' he added.

Opening the Offshore Europe conference George Younger, Secretary of State for Scotland, said one of the most exciting changes in the oil scene over the past six years was the way that the UK had moved from almost total dependancy on imported oil to a position, very shortly now, of self-sufficiency. 'Remembering that the first oil was not produced until 1975,' he said 'this is a quite staggering achievement. Recognising the oil supply difficulties which have occurred recently it is particularly timely.'

It had not been achieved without a considerable effort on the part of the supply industry he said. As a result of this effort British-based companies last year won orders worth in total just over £1,000 million. 'Here I would claim that credit must at the same time go to those in the Offshore Supplies Office and in the Scottish departments who have worked to encourage companies to establish bases in Scotland.

On Monday, industry secretary Sir Keith Joseph (right) saw X-ray calibration at the National Physical Laboratory (above) and a water tunnel at the National Maritime Institute (below).

German survey welcomed

Lord Trenchard, Minister of State for Industry, welcomed the results of a survey published on Tuesday by the German Chamber of Industry and Commerce. Called 'UK subsidiaries of German industrial companies – investment intentions, productivity, return on investment, labour relations', it is based on returns from 152 German-owned companies in the UK.

Lord Trenchard said that the survey showed clearly that setting up in Britain was an attractive prospect for foreign companies contemplating overseas expansion, and demonstrated the ever-growing interest of foreign industrialists in this country.

Not only were new companies planning to invest in the UK, but the great majority of German companies already manufacturing in this country intended to expand in the near future. 'They have found productivity to be high and the return on investment to be good, and nearly all enjoy good industrial relations,' Lord Trenchard said. 'This is in line with the current experience of much of British industry. Where we have problems they are concentrated in our older largely labour-intensive industries.'

Talks focus on EEC

European community affairs were the focus of the first bilateral discussion held between foreign secretary Lord Carrington and the French foreign minister Jean François-Poncet on Monday.

Also present at the two-hour sessions of talks were Lord Privy Seal Ian Gilmour and state secretary at the Quai d'Orsay Bernard Reymond.

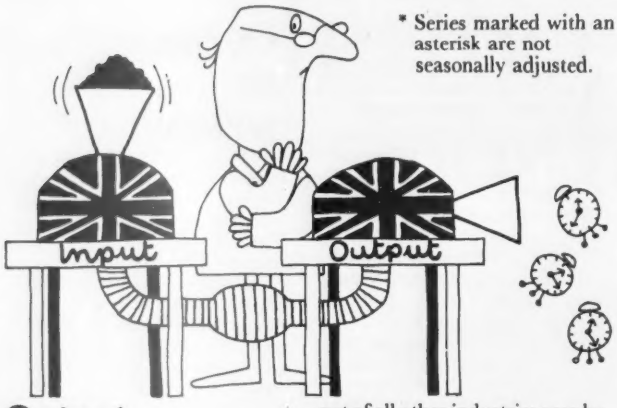
This was the first visit by the French foreign minister to the UK since he was appointed in November 1978.

'Pink book' out

There was a surplus of £1 billion on the UK's current account in 1978 according to the 'United Kingdom balance of payments 1979 edition' (The 'Pink book', HMSO, £5.75). It explains that the North Sea oil and gas programme was the main factor behind the large increase over the 1977 surplus of £0.3 billion.

The 'Pink book' published Monday by the Central Statistical Office also says the net overseas earnings of the City, at £2,307 million in 1978, were well up on the level of just under £1,800 million in each of the two previous years.

Economic indicators at a glance



* Series marked with an asterisk are not seasonally adjusted.

Output

Gross domestic product. The preliminary estimate of gross domestic product, based on output data, for the second quarter of 1979 is 110.8 (1975 = 100). This is around 3 per cent higher than in the first quarter of the year. The increase mainly reflects a recovery (particularly in construction, manufacturing, transport and distribution) from levels of output depressed by abnormally severe weather conditions and industrial disputes; there was also some recouping of lost output. The rise in output between the second half of 1978 and the first half of 1979 is largely attributable to increased North Sea oil and gas production and to increased activity in the distributive and motor trades.

Index of industrial production. Provisional estimates for the first half of 1979 show an increase in industrial output between the first and second quarters, reflecting the recouping of production lost in the early part of the year (owing to industrial disputes and particularly bad weather) and growth in the energy sector, mainly North Sea oil. North Sea oil and gas, was also the main contributor to the 3¼ per cent growth in industrial production over the past 12 months, increasing by 50 per cent, while the output of all other industries rose by 1 per cent. The provisional estimate for all industries in June is 116.0; May's revised figure is 114.3 (1975 = 100).

Consumers' expenditure

Consumers' expenditure, on the second preliminary estimate, rose by 3¾ per cent in the second quarter. This included a large rise in the volume of retail sales with increases in expenditure in all areas, particularly on clothing, furniture and electrical goods. Sales in June were very high, at least partly as a result of the budget. Among items not covered by the retail sales index, expenditure on alcoholic drink and motor vehicles rose substantially but expenditure on fuel and light, with the relatively better weather, fell sharply. In the first half 1979 expenditure rose by 3 per cent and was 5¾ per cent higher than a year earlier.

Retail sales. The provisional index for the volume of retail sales in July shows a 10 per cent fall in sales from the very high June level which was boosted by purchases before the increases in VAT. However, sales in June and July taken together, in both food and non-food shops, were at a similar level to that in April and May. (The provisional index for July is subject to a greater than usual margin of uncertainty.) Trade in the first seven months of 1979 is provisionally estimated to have been 1½ per cent higher than in the second half of 1978.

Prices and costs

Wholesale price index* (provisional) for materials and fuel purchased by manufacturing industry was virtually unchanged in July. The June index was revised to take account of some of the oil price increases that were backdated to 1 June. In July further higher prices for oil, cushioned to a large extent by the appreciation of sterling, and higher prices for coal were largely offset by the fall in prices for materials other than crude oil. In the latest three months the index increased by 5¼ per cent and was 11½ per cent higher than a year earlier. This reflects the faster increase that has occurred in the index over recent months. The provisional wholesale price index for home sales of manufacturing industries rose by 2¼ per cent in July. Higher prices for petroleum products were again a major cause of the increase. The increase in the index over the past year shows signs of accelerating from the turn of the year.

Retail prices index* rose by 4¼ per cent in July, the largest ever monthly increase in the index. It is estimated that about 3 per cent of this increase was due to the rise in VAT and the increases in petrol duty and prescription charges announced in the budget. Apart from the budget effects there were increases in all the principal forms of energy. The year-on-year increase rose to reach 15.6 per cent in July.

Tax and price index* was unchanged in July. The increases in indirect taxes and other price rises were offset by the changes in income tax rates and allowances. The year-on-year increase was 13.2 per cent.

Terms of trade.* In the first seven months of 1979, the export unit value index rose by 6 per cent from its level in the second half of last year, reflecting increases which were widely spread among the major commodity groups: the largest rise was in fuels. On the same comparisons, the import unit value index was 4½ per cent higher, again with the largest increase in fuels, but with little change in finished manufactures. As a result of these movements, the terms of trade index rose by 1½ per cent.

UK competitiveness, measured by normalised unit labour costs, worsened again in 1978 Q4 as sterling continued to rise.

Investment

Manufacturing industry's volume of fixed investment rose by 1½ per cent in second quarter 1979 from the depressed level in the first quarter. In first half 1979 it fell by 1 per cent from the second half 1978 figure, and was unchanged on a year earlier.

Distributive and service industries' fixed investment (excluding shipping) rose by 7 per cent in second quarter 1979. In first half 1979 it rose by 5½ per cent and was 6 per cent higher than a year earlier.

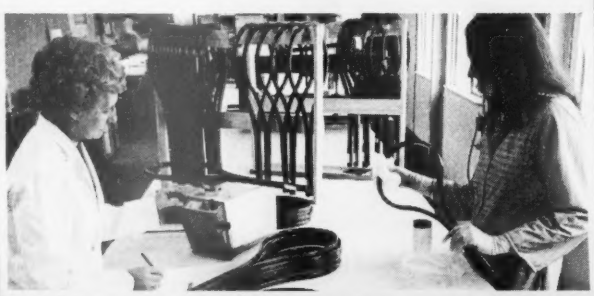
The DoI investment intentions survey carried out in April/May confirms the results of the previous surveys which indicated a further increase in 1979 in the volume of investment by both manufacturing industry and the distributive and service industries (excluding shipping). It also supports the previous expectation that the upward trend in investment will continue in 1980 for the distributive and service industries but probably not for manufacturing. The volume of investment by manufacturing, which rose by 7 per cent in 1977 and 8 per cent in 1978, is expected to increase by 2 to 5 per cent in 1979 (against 4 to 8 per cent expected by the December survey), with possibly a slight fall in 1980. Investment by the distributive and service industries (excluding shipping) is expected to rise in 1979 for the fourth consecutive year. The latest information indicates that the outcome is likely to be in the range 5 to 7 per cent, with a further increase of similar magnitude in 1980.

Incomes

Real personal disposable income was unchanged in first quarter 1979 but was 7½ per cent higher than a year earlier. The savings ratio fell to 15 per cent – about the average for the year ended first quarter 1979.

Average gross earnings* (new series) rose by 2½ per cent in June although the year-on-year increase fell slightly from 13.5 per cent to 13.2 per cent. Pay settlements that have not yet become effective have artificially depressed gross earnings in some (mainly public) service industries. By June about 90 per cent of those workers covered by major agreements had settled and received increases, slightly fewer than a year earlier. Average earnings have increased by 12¾ per cent in the current pay round

All-carbon tennis racquet frames, now in quantity production at Fothergill & Harvey Ltd will be shown at Spoga, Cologne, later this month. See page 475.



compared with 13¾ per cent at the corresponding time last year.

Labour

Unemployment. Registered unemployment in the UK (excluding school leavers) fell by 14 000 during August to 1 264 700 (5.2 per cent of all employees). There has been a fall of 55 000 in the level since December 1978 and about 160 000 since the 1977 peak. The number of school leavers registered as unemployed (not seasonally adjusted) fell in August by 31 955 to 183 471, but adult unemployed (before seasonal adjustment) rose by 23 471. Thus total UK unadjusted unemployment fell by 8484 to 1 455 498 (6.0 per cent), over 150 000 lower than last year.

Unfilled vacancies (mainly for adults) notified to employment offices fell for the second successive month in August. However in the latest three months the level was 20 per cent higher than a year earlier.

Companies

Gross trading profits of industrial and commercial companies, excluding those engaged in North Sea oil and gas activities and net of stock appreciation, fell by over 20 per cent in first quarter 1979 as a result of the severe weather and industrial disputes. In the latest two quarters combined, profits were 6½ per cent lower than a year earlier.

Liquidity of the (large) industrial and commercial companies replying to the DoI's company liquidity survey fell appreciably in the first quarter 1979, bringing their net current assets and liquidity ratio to the lowest levels since mid-1977. Liquidity has now fallen for three consecutive quarters, after rising strongly from the third quarter 1977 to the second quarter 1978.

Net borrowing requirement of industrial and commercial companies in 1979 first quarter was greater than that for 1978 as a whole, partly reflecting the industrial disputes in the quarter.

Balance of payments

Current account. There was a recorded deficit of £2,700 million in visible trade in the first seven months of 1979 (£400 million a month) compared with a deficit of £400 million in the second half of 1978 (£70 million a month). The surplus on invisibles in the first seven months of 1979 is projected at over £800 million. Thus the current account was in deficit by £1,800 million (£300 million a month) compared with a surplus of £600 million (£100 million a month) in second half 1978. The figures for July and some earlier months of 1979 have been adjusted to compensate, as far as possible, for the distortion to the flow of information to HM Customs. No adjustments have been made in respect of the effects of the road haulage dispute which affected the flow of goods on the first six months. The figures for 1979 therefore remain difficult to interpret.

UK official reserves* increased by $1,429 million during July in spite of the rise in the effective sterling exchange rate. This substantial increase was after a net repayment of $194 million by the public sector under the exchange cover scheme and a scheduled repayment of $82 million in respect of drawings on the IMF's oil facility. There was a revaluation of $350 million arising from an exchange of gold for European currency units with the European Monetary Co-operation Fund.

Volume of trade. After making adjustments to allow for the distortions in the trade figures, the average volume of exports was slightly lower in the seven months to July than in second half 1978. The level was adversely affected by a lower level of shipments to Iran and Nigeria although exports to Europe rose sharply. The volume of imports has increased sharply in the same period with large increases in road vehicles and semi-manufactures possibly reflecting a temporary build-up of stocks.

DoT's survey of short-term export prospects, based on replies received from 57 large exporting companies, suggests that the total volume of UK visible exports will rise by about 2 per cent in 1979, a slower growth rate than the 3½ per cent in 1978. A rise in volume of 5 to 6 per cent is expected in the second half of 1979, following the fall in volume of 2 to 3 per cent in the first half of 1979. Respondents expected the year-on-year rise in export prices to be 13 per cent in the rest of 1979 compared with 9½ per cent in the first quarter and around 4 per cent in 1978.

Exchange rate

The effective sterling exchange rate* index rose during the week to 71.8 by the close on Thursday 30 August (December 1971 = 100).

Exchange rates

The bank note rates of exchange in London on 31 August are given below. Supplied by Thomas Cook Bankers Ltd, the rates are intended as a guide only and are subject to fluctuation. OECD countries are shown in bold.

		You buy at	You sell at			You buy at	You sell at
Afghanistan	Afghani	90	110	**Japan**	**Yen**	**495**	**521**
Andorra	(See France/ Spain)	—	—	Jordan	Dinar	0.70	0.74
				Korea	Won	1 100	1 500
Antigua	E. Caribbean dollar	5.75	5.95	Kuwait	Dinar	0.62	0.65
				Lebanon	Livre	7.30	7.80
Argentina	Peso	2 850	3 550	Liberia (see USA)		—	—
Australia	**Dollar**	**1.99**	**2.05**				
Austria	**Schilling**	**29.60**	**31.60**	Libya	Dinar	0.93	1.28
Bahamas	Dollar	2.23	2.38	**Luxembourg (see Belgium)**	**Franc**	**68.00**	**71.50**
Bahrain	Dinar	0.855	0.890				
Barbados	Dollar	4.32	4.65	Madeira (see Portugal)	Escudo	106.50	111.50
Belgium	**Franc**	**68.00**	**71.50**				
Belize	Dollar	4.50	5.08	Malaysia	Dollar	4.75	4.97
Benin	CFA	479	499	Malta	Pound	0.76	0.79
Bermuda	Dollar	2.20	2.35	Mauritius	Rupee	13.00	14.50
Bolivia	Peso	44	54	Mexico	Peso	47	57
Botswana	Pula	1.97	2.07	Monaco (see France)	Franc	9.35	9.75
Brazil	Cruzeiro	66	80				
Brunei	Dollar	4.85	5.05	**Netherlands**	**Guilder**	**4.46**	**4.69**
Cameroon	CFA	479	499	**New Zealand**	**Dollar**	**2.18**	**2.27**
Canada	**Dollar**	**2.6075**	**2.6775**	Nigeria	Naira	2.20	Refer
Chile	Peso	84	98	**Norway**	**Krone**	**11.18**	**11.63**
China	Ranimbi Yuan	Refer	Refer	Oman	Rial	0.775	0.820
				Pakistan	Rupee	Refer	Refer
Colombia	Peso	88	104	Peru	Sol.	490	620
Costa Rica	Colon	19.50	21.50	Philippines	Piso	16.00	19.00
Cyprus	Pound	0.79	0.83	**Portugal**	**Escudo**	**106.50**	**111.50**
Denmark	**Krone**	**11.72**	**12.22**	Qatar	Rial	8.45	8.90
Dominica	E. Caribbean dollar	5.75	5.95	Saudi Arabia	Rial	7.57	7.93
				Seychelles	Rupee	12.87	13.25
Ecuador	Sucre	59	69	Sierra Leone	Leone	2.35	2.60
Egypt	Pound	1.69	1.83	Singapore	Dollar	4.70	4.96
Eire	**Pound**	**1.07**	**1.11**	South Africa	Rand	2.07	2.20
Fiji	Dollar	1.87	1.95	**Spain**	**Peseta**	**146**	**153**
Finland	**Markka**	**8.54**	**8.89**	**Sweden**	**Krona**	**9.37**	**9.77**
France	**Franc**	**9.46**	**9.86**	**Switzerland**	**Franc**	**3.69**	**3.91**
Germany, FR of	**Deutsch-mark**	**4.06**	**4.28**	Syria	Pound	9.50	10.50
				Taiwan	Dollar	85	105
Gibraltar	Pound	1.00	1.05	Thailand	Baht	40	46
Greece	**Drachma**	**80.00**	**84.00**	Trinidad and Tobago	Dollar	5.60	6.70
Grenada	E. Caribbean dollar	5.75	5.95	**Turkey**	**Lira**	**100**	**106**
				Uganda	Shilling	Refer	Refer
Guyana	Dollar	10.00	Refer	United Arab Emirates	Dirham	8.47	8.92
Hong Kong	Dollar	11.15	11.58				
Iceland	**Krona**	**875**	**920**				
Indonesia	Rupiah	1 300	1 700	**USA**	**Dollar**	**2.24**	**2.30**
Iran	Rial	240	Refer	Venezuela	Bolivar	9.50	10.50
Iraq	Dinar	0.85	0.92	Yemen Arab Republic	Rial	12	15
Israel	Pound	56	64				
Italy (20 000 and smaller)	**Lira**	**1 800**	**1 885**	Yugoslavia	Dinar	46.00	47.30
				Zambia	Kwacha	5.00	Refer

Where more than one rate applies to a currency, the rate given is that for small denomination notes.

Finance

Public sector borrowing requirement (PSBR) was £2.8 billion in the first quarter of the financial year 1979-80. The forecast for 1979-80 is £8¼ billion.

Domestic credit expansion rose by £0.4 billion in the banking month to mid-July. The central government borrowing requirement was lower than in June and was more than offset by net purchases of government debt by the UK non-bank private sector: there were high sales of gilts again although holdings of Treasury bills declined. Bank lending in sterling to the private sector grew by £0.4 billion much less than in previous months this year.

Sterling M3, the broad measure of money supply, rose by 0.8 per cent during July. The rise in £M3 of £0.4 billion was only slightly larger than DCE. External and foreign currency finance showed little change this month. During the latest three months £M3 has risen at an annual rate of 14¼ per cent. The guidelines for the growth of £M3 from mid-June 1979 to mid-April 1980 are 7 to 11 per cent at an annual rate.

Bank of England minimum lending rate (MLR) – 14 per cent, effective from 13 June.

More information

For a backrun of figures for some of these indicators see 'The economy: selected indicators', page 441. Inquiries on any of these indicators should be addressed to Economics and Statistics Division 4B, Departments of Industry and Trade, Room 173, 1 Victoria Street, London SW1H 0ET, tel. 01-215 3453.

Fewer bankruptcy cases – but greater liabilities

Numbers of personal and business failures resulting in bankruptcy and execution of deeds of arrangement continued to decline during 1978. In its annual report on bankruptcy for 1978, published on 30 August, the Department of Trade says there were 3526 receiving orders, 14 administration orders (in respect of deceased's estates) and 70 deeds of arrangement totalling 3610 failures, a decrease of 14 per cent over 1977.

The estimated liabilities in these failures, £217 million, represents an increase of 89 per cent compared with 1977, in spite of the reduced numbers in 1978. The total number of failures during 1976 and 1977 were 6796 and 4177 respectively.

The report says that the estimated value of the assets in these failures was about £22 million, leaving an overall estimated deficiency of some £195 million. Of the 2795 trading bankruptcies, the principal groups affected were the construction industry (890), retailers (609), road haulage, taxis and hire cars (198), restaurants, cafes, public houses and clubs (247) and financial, business and professional services (179). The 745 non-trading bankruptcies include 269 directors and promoters of limited companies. The number of estates in which official and non-official trustees were released in 1978 totalled 5895 as compared with 5379 in 1977 and 3672 in 1976. Details of the final financial results of their administration are given in the report. It also contains details of 773 applications for discharge (compared with 799 in 1977); 139 prosecutions for bankruptcy and other offences reported by official receivers (152 in 1977); 70 deeds of arrangement registered (82 in 1977); and 92 deeds of arrangement in which final accounts were rendered (99 in 1977).

The bankruptcy general annual report for the year 1978 is published by HMSO (£1.50).

CRO activity on the increase

There was a marked increase in the level of activity for many of the statutory functions of the Companies Registration Office in 1978. But there was a drop (374 to 343) in the number of applications received for company investigations by the Department of Trade. Investigations were approved in 101 cases compared with 115 in 1977 and six reports of inspections were published during the year. There was also a further decrease in the number of compulsory liquidations in 1978 (2265), continuing a trend which began in 1977 (2425).

The findings were published in Department of Trade's annual report 'Companies in 1978' on 30 August. It gives details of the department's administration of the Companies Acts 1948–1976 and its work on company law reform and harmonisation of EEC company law.

The increased level of activity by the Companies Registration Office in 1978, showed itself most notably in new incorporations and changes of name (15 per cent), registrations of mortgages and charges (13 per cent), and public searches (10 per cent). Demands on the search facilities at Cardiff and the London search room increased during the year – in London to record levels – and plans are in hand to increase capacity by the end of 1979.

The report says demand for the services of the Registry of Business Names continued to increase during the year, and, although this resulted in an increase in fees received administrative costs nevertheless exceeded income.

On company law reform, the report points to a revised companies bill which reclassifies public and private companies in accordance with the provisions of the second EEC directive is now before parliament.

The report also refers to last year's ending of certain of the department's powers under section 13 of the 1967 Companies Act and section 161(1)(b) of the 1948 Companies Act to grant individual authorisations to act as company auditors. Only those having overseas qualifications similar to those of the UK recognised bodies can now be granted authorisation. At the end of 1978 a total of 4790 persons had been authorised under section 161(1)(b) and 623 under section 13.

The report is available from HMSO price £2.50, ISBN 0 11 5124942.

Non-automatic weighing machines directive

Proposals for implementing the EEC council directive on the approximation of the laws of the member states relating to non-automatic weighing machines have been circulated by the Department of Trade.

The directive is intended to remove technical barriers to trade in non-automatic weighing machines. Adopted under the provisions of article 100 of the treaty of Rome it sets up a new regime, agreed by all the member states, so that once its requirements have been met in any one member state all the other states will not insist on separate and additional compliance in their own territory.

The machines covered by the directive are those that use metric units of measurement. They fall into one of four classes of accuracy – 'special, high, medium or ordinary' – as defined in the directive.

The directive is optional in nature, and there will be no obligation to use machines that comply with it. Nor will the new regulations, which will be made to implement the directive, affect existing arrangements for domestic approval and testing of machines under the Weights and Measures Acts.

It is expected that the regulations will take the form of an amendment to the Measuring Instruments (EEC Requirements) Regulations 1975 (SI 1975 no. 1173), which lay down the general rules for EEC pattern approval and initial verification. Special provisions will apply for certain categories of weighing-machines.

Two separate dates are proposed for the coming into operation of the regulations: 2 January 1980 for pattern approval and 30 September 1980 for initial verification in the UK and use for trade. By this later date the department would expect to be in a position to treat all manufacturers on an equal basis.

Details of the proposals can be obtained from Ian Singleton, Department of Trade, tel. 01-211 8547. Copies of the directive (no 73/360/EEC, as amended by commission directive 76/696/EEC) can be obtained from HMSO's agency section, PO Box 569, London SE1 9N7.

Design for weighing

In order to assist manufacturers of weighing or measuring equipment to obtain pattern (design) approval under section 12(1) of the Weights and Measures Act 1963, the Department of Trade, as the design approving authority, is codifying and publishing the design assessment criteria which are used to judge suitability of equipment for trade use – the approval requirement.

Criteria issued to date and those under active preparation are detailed below:

ISSUED

General

1 Electrical disturbances (radiated and wire borne). Ref: STD 2793/01 Issue 1: 25 January 1978.
2 Ticket print-out. Ref: STD 2793/02 Issue 1: 31 March 1978.
3 Interworking with computers. Ref: STD 3056/01 Issue 1: 1 September 1979.

Specific

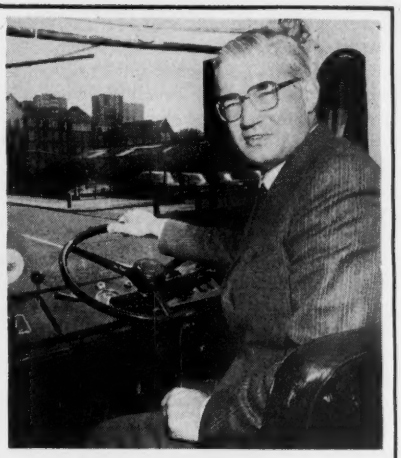
1 Measuring instruments for retail sale of petrol and diesel oil. Ref: STD 2792 Issue B: 1 May 1978.
2 Non-automatic weighing instruments. Ref: STD 2793/04 Issue 1: 12 March 1979.

UNDER ACTIVE PREPARATION

1 Environmental disturbances. Ref STD 2793/03 Pre-issue A;30 May 1978.

Copies of the criteria and further information can be obtained from: Mr A. Castro, Department of Trade (MQS3), 26 Chapter Street, London SW1P 4NS, tel. 01-211 8781.

Investment at Watford. Savage Industries has announced a £500,000 investment programme for its Watford factory. The company, manufactures Spur double-slotted steel cantilever shelving systems for commercial, shopfitting and domestic do-it-yourself applications.



Mitchell goes electric

Electric delivery vehicles under assessment in London's trying road conditions were inspected and driven by David Mitchell, Parliamentary Under-Secretary of State for Industry, on 29 August.

The vehicles are some of the 42 vans being used by 14 operators in a £370,000 joint Department of Industry and Greater London Council three-year scheme to establish the economic facts of operating modern electric vehicles in urban conditions.

Mr Mitchell visited the National Carriers Ltd depot in Paddington and Initial Services Ltd in Clerkenwell. He examined and drove examples of the three types of vehicle in the scheme; the Dodge 'silent karrier'; the Crompton Electricar; and the Bedford CF van developed by Lucas Electric System Division.

Encouraged by the operators' enthusiasm about the performance of their vehicles, Mr Mitchell said, 'They pointed out many advantages over the internal combustion engine vehicle which leads me to believe that there is a definite market in the UK for the electric delivery van in the one to two tonne range'.

Government moves to license sperm whale oil

Sperm whale oil is to be licensed under an order laid on 24 August by Secretary of State for the Environment Michael Heseltine. The order, under the Endangered Species (Import and Export) Act 1976, imposes a licensing requirement on the import of sperm whale oil and other items.

It is expected to take effect from 19 September and provides the legislative means for imposing a ban as soon as the government decides to do so, after discussions with its EEC partners. It follows an announcement by the British government at the International Whaling Commission in London last month that it intended to seek an EEC ban on the import of whale products. This intention is currently being pursued with the European commission in Brussels.

MSC provides special aids to employment

To help registered disabled people to work in ordinary employment the Manpower Services Commission is loaning them aids which are available under its special aids to employment scheme.

The aids provided are usually special tools or modified equipment which would not be required by an able-bodied person doing the same job. The aids are supplied on permanent load and free of charge unless the applicants can provide them themselves without financial hardship. Last year nearly 800 special aids were loaned to disabled people and MSC hopes to develop the scheme even further over the next few years.

In the past, MSC says blind people have benefitted most from these special facilities, because a standard approach to many of their communication problems was possible, by substituting hearing or handling methods for normal sight. Braille micrometers for inspection work have been available under these arrangements for many years and, more recently, electronic instruments used in industry have been adapted to give audible tones for use by blind people also employed on inspection work.

Further information about the special facilities available under these arrangements can be obtained from the disablement resettlement officer who can be contacted through any Jobcentre or employment office.

Energy efficiency standards to be introduced

Britain's first statutory national energy efficiency standards are to come into force by January 1981. They cover heating equipment including central heating boilers and steam boilers and are to become statutory under an EEC agreement. Similar action is being taken throughout the European Community.

The government's proposals and its intention to introduce a bill into parliament to obtain the necessary powers were outlined in a consultative document published on 29 August by the Department of Energy. It is being widely circulated and comments are invited by 31 October.

The proposals stem from an EEC directive on the performance of heat generators, under which all EEC member states are to decide on and enforce national efficiency standards for heating appliances. The directive concentrates in particular on central heating boilers. But the consultative document, which follows informal consultation with many of those affected, points out that a very wide range of heating appliances is sold in the UK. Many domestic heating appliances already voluntarily comply with the efficiency levels set in British standards. The document proposes that statutory efficiency standards should be set in the UK for all types of heating appliance, including individual room heaters which are not necessarily covered by the EEC directive. Under the document's proposals the standards will apply both to imported and to UK produced equipment, but it suggests that exemptions should be granted for small heaters made in small quantities.

The standards required should in general be those set through the British Standards system and these standards should be progressively raised, says the document. It proposes that testing and approval should be carried out by existing approval bodies and that appliances which have passed a test should, where practical, have a plate showing consumption and heat output.

The Department of Energy says that separate consultation will be undertaken on two other matters required by the directive: the prevention of installation of heating appliances below a minimum standard of energy efficiency; and the standard of insulation for heating systems.

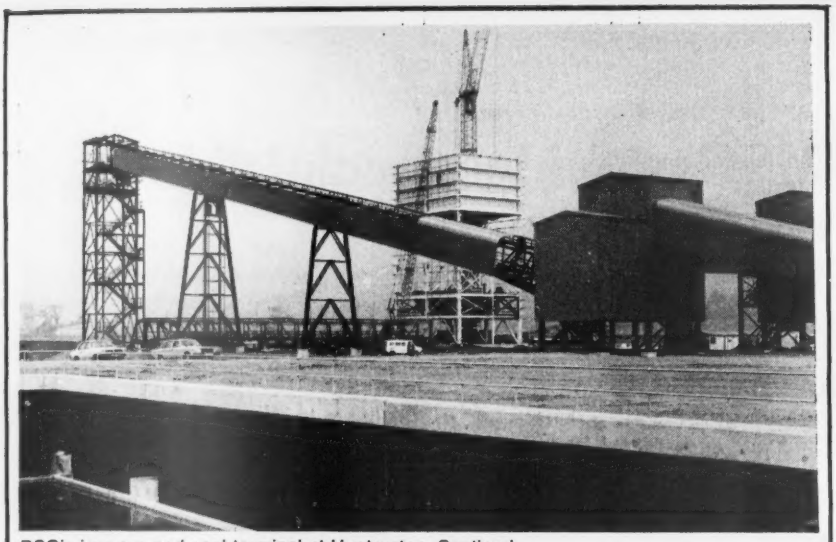
'Heating generators: setting and enforcement of performance standard: a consultative document' is available free from the Department of Energy library.

Saving for that phone bill

To help telephone users save for their phone bills, the Post Office is adding telephone stamps worth £5 to the existing £1 stamp. Making the announcement on 28 August, the Post Office said both stamps, which would be available over the counter at post offices, provided a convenient way of setting aside money for paying quarterly telephone bills. The facility would be particularly useful at present, it said, because of industrial action which had delayed the issue of bills so that many customers would be faced with large 'catching-up' accounts later this year.

The free card issued to hold the £1 stamps can also be used for the £5 stamp and it takes 20 £1 stamps, 10 £5 stamps or any mixture of the two. The stamped cards can be presented at any post office or telephone area office when paying a telephone bill.

Normally the Post Office issues 15 million phone bills a quarter in one of the nation's largest computing operations. Nearly 80 per cent of the country's 16.5 million telephone customers are residential and an average quarterly residential phone bill is about £23.



BSC's iron ore and coal terminal at Hunterston, Scotland.

Noise control at new iron ore terminal

Environmental considerations played a major part in the British Steel Corporation's approach to its new ore and coal terminal at Hunterston in Scotland. Controlling noise levels from the conveyor system, the only one in the United Kingdom able to handle 6000 tonnes of iron ore per hour, was one aspect of this. The corporation was intent on having a system that would reduce noise to well below permitted levels.

BSC selected ICI Acoustics for the project. Priority work started immediately on treatment to 100 m of the conveyor housing to provide the necessary sound insulation and vibration damping treatment.

After testing, ICI completed the conveyor treatment, and moved on to the noise control measures required for the junction house – for purpose-built acoustic enclosures to reduce airborne noise from the conveyor drive units contained within.

A difficult problem, according to ICI, in terms of time scale logistics, the project, worth in the region of £100,000, is nearing completion at the BSC Hunterston terminal.

Industrial air pollution decreased

There has been much progress in reducing air pollution of the environment, and no relaxation of control standards, although the economic depression has been responsible for a slower rate of implementation, says the Alkali and Clean Air Inspectorate's annual report for 1977.

Less capital was spent on new projects and delays occurred in implementing schemes for existing plants adds the report, published on 28 August by the Health and Safety Executive. Old plants at the end of their normal working lives were kept active, in some cases to help safeguard jobs. This was a particular problem for the iron and steel industry.

Inspectors carried out 15 745 inspections, compared with 14 959 in 1976, of the 2075 registered works which involve 3032 processes. Mineral works were the subject of most complaints which were also directed against electricity, iron and steel plants, among others. Eight prosecutions were heard and seven more were instituted. For the first time, the report adds, inspectors are to be trained to conduct their own prosecutions.

Among several research projects carried out in collaboration with the executive's research and laboratory services division, is the development of a computer program for calculating ground level concentrations of pollutants emitted from multiple sources. The potential is now being assessed by application to a variety of situations and pollutants.

Workpeople's role

The inspectorate has also continued its policy of encouraging managements to organise environmental training sessions for all grades of their staff, and several schemes were started in which inspectors gave lectures discussing with employees their own responsibilities to the community in air pollution control.

Describing the expectations generally held now of a higher quality of life, chief inspector Frank Ireland reports: 'We receive far more complaints today from the public about far less pollution, compared with conditions even 10 years ago, when the situation was much worse. The public is more aware, better-informed and more organised to complain through residents' associations and anti-pollution groups and these bodies receive a sympathetic hearing from elected members of local and central authorities. It is right that the public should have this regard for their environment and should press for improvement.'

Registered works

Accounts of the processes which must be registered with the inspectorate and are controlled by them include some examples of significant progress.

The emissions of large nitric acid plants are increasingly being dealt with, and the absence of the yellow plume will in due course be reassuring to local residents. Large steam plumes from industrial processes are also becoming increasingly unpopular with a critical public, the report says, because of the aesthetic effect and a tendency at times to influence the micro-climate. On one chemical incinerator project, a steam plume eliminator has been incorporated at considerable extra cost; and on an ammonium nitrate prilling tower (for processing the raw material), which is under construction, water scrubbing is to be employed to reduce fume emissions.

The report also refers to the planning of major expenditure to improve electrical precipitator performance at a number of power stations for which a programme of priorities has been agreed. And despite difficult trading conditions, the minerals industry has not only invested in more modern manufacturing plant, but has also installed new and improved arrestment equipment.

Tests on such toxic emissions as beryllium and cadmium also showed that levels were considerably better than requirements. One copper works, however, had the misfortune not only to be visited by both the factory inspectorate and the alkali inspectorate the same day, but also to be prosecuted by both.

Co-operation between the two inspectorates has led to liaison with the executive's Cardiff-based national industry group of inspectors specialising in the iron and steel industry, for instance in an intensive study of six coke oven works, nominated by British Steel Corporation and National Smokeless Fuels. The visual assessment method, for detecting smoke leakage from coke oven doors largely developed by the alkali inspectorate, will now be adopted throughout Britain by the inspectors.

The end of the intractable problem of smoke from blue brick kilns and the achievement of smokeless operations with gas firing are recorded. Thus ends, the report says, the saga of emissions from coal-fired kilns which 'made a bowler hat look anaemic by comparison!'

Safety zone for Murchison platform

A new offshore installation safety zone, for the Murchison field production platform on Block 211/19, 120 miles north-east of the Shetlands is now in operation. It brings the number of offshore installations on the UK continental shelf protected by safety zones to 72.

An order under the Continental Shelf Act 1964 imposing the latest zone has been laid in parliament prohibiting ships of all nationalities from entering within 500 m of the installation, except in special circumstances. These circumstances include work connected with submarine cables or pipelines near the structure, the transport of goods, authorised inspections and navigational or other safety purposes.

Glug. The paid mixed bathing season at the Serpentine Lido, Hyde Park, ends on Sunday, 9 September the Department of the Environment announced on Monday, but after that date free mixed bathing will be allowed until 23 September. As in previous years early morning bathing between 06.30 and 08.30 will be allowed from 24 September.

Gatwick's second terminal: BAA publishes its case

The provision of a second terminal at Gatwick is essential for the handling of UK air traffic, for the maintenance of an efficient airports system to serve the London area and the nation generally, and for the maintenance of the UK in the forefront of the world air transport industry, says the British Airports Authority. Its case for another passenger terminal increasing capacity from 16 million to 25 million passengers a year has been published three months before a public inquiry beginning on 27 November at Crawley town hall to consider the proposal. The document is being widely circulated to local authorities, airlines, amenity groups and other interested organisations.

Urgent

BAA's case re-states the urgent need for the second terminal in order both to meet an excess of demand over capacity at the London area airports and to enable airlines operating at Gatwick to expand their businesses. It goes on to say that: 'Further passenger-handling capacity (a third London airport) will have to be provided to serve the London area as soon as possible, but, quite apart from the timing of its provision, there is no justification for adding to that requirement for additional capacity a further 9 million passengers per annum which can properly be accommodated at Gatwick.'

On the need, the statement concludes that a second terminal should be built at Gatwick to enable the airport to 'play its full part in the development of the London area airports system.'

In addition to explaining the need for the second terminal, the development is described in the document in some detail as well as BAA's proposals for further on-airport developments, including cargo and aircraft maintenance facilities.

These proposals are also to be considered at the public inquiry to provide the public with the full framework for the long-term development of Gatwick.

In the expectation that the public inquiry would wish to examine the implications of the development proposals, the BAA commissioned in 1978 a number of independent studies from consultants. These covered employment, housing, roads and rail transport, noise and air pollution in the area around the airport, and the statement of case reports their findings.

Conclusions

In all cases the conclusions of these studies suggest that any adverse impact of the developments would in general be marginal. In respect of employment, the consultants suggest that some benefits to the area would arise from the developments.

New airline for Gatwick

Air Lanka, the new national airline of Sri Lanka, will start operations between Colombo, capital of Sri Lanka, and Gatwick airport on 2 September. The new service will be operated by Boeing 707-312 B aircraft and stops will be made at Frankfurt and Bahrain, although Air Lanka does not have traffic rights at Bahrain.

The route will be Air Lanka's first long-haul service and will have connections to Singapore, Bangkok and Kuala Lumpur. It is also the first scheduled service from Gatwick to the far east although other airlines have further routes under consideration. There are now scheduled services operating or planned from Gatwick to 93 destinations around the world.

Highest monthly oil production ever

Oil production from the 12 offshore oil fields of the UK was over 7 million tonnes in July. Total production for the month was the highest ever at 7 056 482 tonnes although the average daily production rate of 1 702 759 barrels was 37 499 barrels a day less than for June. Production for the month from the 10 land-based wells currently in operation remained at approximately 12 000 tonnes. Small amounts of oil have been produced from land-based wells since the early 1930s and last year about 100 000 tonnes of oil was produced from them.

BSI film for consumers

A film 'Who needs standards?' has been produced by the British Standards Institution for consumer audiences – it shows how big a role standards plays in people's lives whether they realise it or not.

In 18 minutes the light-hearted film leads the audience from the comfort of an early morning cup of tea to the windy top of a Thames bridge under construction. It shows why standards are needed, who compiles them, how they are used in industry, and what the Kitemark means.

CAA appointment

Secretary of State for Trade John Nott has appointed Professor Alexander Kennaway as a part-time member of the Civil Aviation Authority. Professor Kennaway will eventually succeed Sir Henry Phillips who was due to retire on 31 October. His appointment has been extended until 31 January.

Plessey radios keep explorers in touch

Helen Mallinson uses a Plessey UK/PRC 320 hf radio during a long range patrol to investigate the legendary gold mines of Cana in a remote valley near the Colombian border – an arduous journey which was undertaken by vehicle, foot and small canoe. She is one of the young explorers in Operation Drake, the two year round-the-world expedition celebrating the four hundredth anniversary of Sir Francis Drake's circumnavigation of the world. The participating scientists, young explorers and servicemen, are engaged in challenging scientific projects, several of which are of a kind never undertaken before.

Personal secretaries required

The Departments of Industry and Trade have vacancies for personal secretaries in Central London.

Qualifications: 120 audio or 100 wpm shorthand, 35 wpm typing, 3 'O' levels at A, B or C grades or CSE equivalent including English language, or good secretarial experience. Age 18 and over.

Salary: starting at age 18 £3,919 per annum now, £4,057 by January 1980 including London weighting (more if you are older and have working experience) rising to £4,830 with the opportunity of earning up to £725 per annum extra for high speeds.

Benefits: five day week of 41 hours including meal breaks, four weeks paid holiday plus privilege days.

We are willing to consider applications from registered disabled persons.

For details write to Mrs D. Broom, Department of Industry, Room 144, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ or telephone 01-212 8825/4825/6143.

Where are you?

Lands End completes radio chain

The radio 'open line' for fishermen is now fully operational. On 1 September, Lands End Radio joined the 'open line' service already provided by the Post Office coast radio stations at Wick, Stonehaven, Oban and Humber, providing an overnight watch on 2381 kHz. Lands End Radio completes the chain in time for the service to provide full coverage during the winter months.

The service is paid for by the Department of Trade and is intended to provide for regular communications with shore, particularly when difficulties develop or in the case of bad weather or other emergencies.

Price commission reports on estate agents

Publication of the Price Commission report on charges, costs and margins of estate agents was announced by Sally Oppenheim, Minister for Consumer Affairs, on 30 August.

Mrs Oppenheim has noted the commission's observation that recent developments in the profession, in particular the entry of more commercially-orientated firms into the market, have led to greater competition among estate agents.

Undesirable practices

The commission has also drawn attention to certain commercial practices – the terms of business offered by some estate agents, for example – which it considers undesirable. It also points to the need for agents to improve public knowledge of their services and of the system of charging. Mrs Oppenheim commented that the Estate Agents Act which was completing its passage through parliament when this examination was instigated should, through its operation, help to ensure that estate agents pay more attention to the interest of consumers.

Interested parties are being consulted on the report's findings.

'Charges, Costs and Margins of Estate Agents', Cmnd 7647, ISBN 0 10 176470 7, is available from HMSO price £4.00.

. . . and toys and games

Mrs Oppenheim also announced on 30 August publication of the Price Commission report on prices, costs and margins in the manufacture and distribution of children's toys and games.

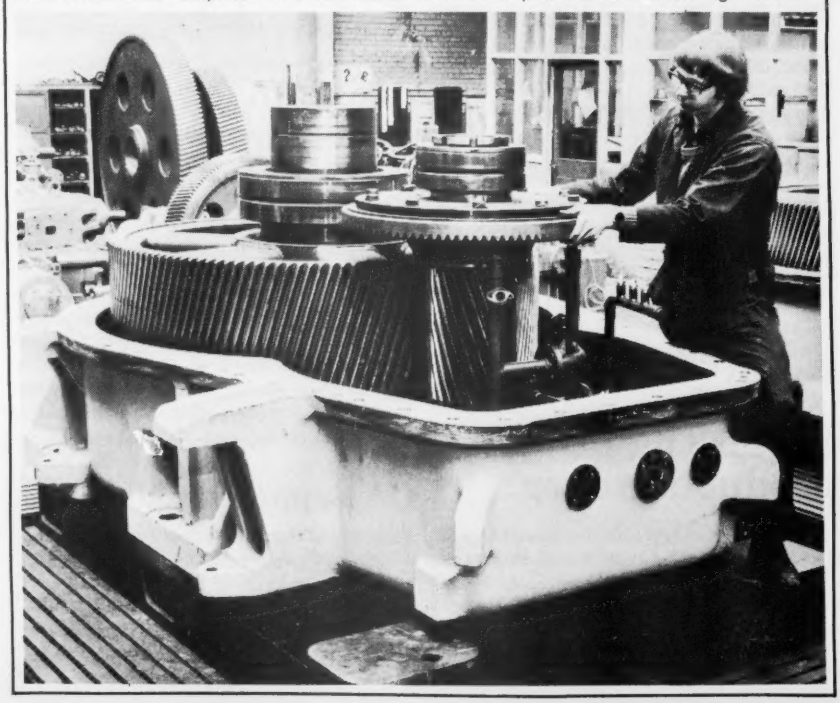
Noted

She has noted the commission's comments on discount practices in the industry and has asked that the report should be drawn to the attention of the Monopolies and Mergers Commission in the light of its general inquiry into discounts. As with the estate agents' report, interested parties are being consulted on the report's findings.

'Prices, Costs and Margins in the Manufacture and Distribution of Children's Toys and Games', Cmnd 7651, ISBN 0 10 176510 X, is available from HMSO price £1.50.

£1m David Brown coal crusher-mill drives on order for power stations

David Brown coal crusher-mill boxes of the type manufactured in large numbers for Babcock pulverising mills continue to provide valuable home and overseas business for the manufacturer. Installed in a high proportion of British coal-fired electricity power stations, this is one of the most recent units completed for a 10E mill at the Ratcliffe power station in Nottinghamshire.



'Boston Sea Ranger' investigation

Report of the court of inquiry into the loss of the trawler *Boston Sea Ranger* was published by the Department of Trade on 31 August.

In the report the court gives particular praise to the coastguard service for its speed of response to distress flares and also commends others who took part in the search and rescue operation.

The *Boston Sea Ranger*, a single screw motor trawler, registered at Lowestoft listed and sank during the night of 4 December 1977 while fishing off Epsom Shoal, south west of Gwennap Head in Cornwall. Five crew members lost their lives.

Wrongful act

The court found that the loss of the ship was partly caused or contributed to by the wrongful act or default of both her skipper, Ian Lace, and her owners, Boston Deep Sea Fisheries Ltd of Hull. It suspended the skipper's certificate for one and a half years from 9 July 1979. The owners were censured and ordered to pay £1,000 towards the cost of the inquiry.

Second-hand car dealer gives assurances to OFT

Director General of Fair Trading Gordon Borrie has received an assurance from a second-hand car dealer in Salop that he will no longer supply customers with cars that he has falsely described.

Beckwith Eric Robert Cunningham of Castle Garage, Whittington, Salop, trading as 'Burgess and Co.', and 'Castle Garage', has given this assurance under part III of the Fair Trading Act.

Between February 1976 and February 1977, Mr Cunningham committed eight offences under the Trade Descriptions Act. Six of the charges were under section 1 of the act and concerned false descriptions of the cars being sold, particularly the mileage. In one case the car was described as having travelled '19 000 miles only' when, in fact, it had covered at least 43 000 miles. It was not alleged that Mr Cunningham had tampered with the mileage reading but it was considered that he had not made sufficient efforts to check the vehicle's true mileage.

In three of these cases the facts also showed that goods had been sold in breach of section 13 of the Sale of Goods Act. This relates to the obligation to sell goods which correspond with the description given at the time of sale.

Two of the charges were brought under section 14 of the act and both related to false claims concerning the provision of guarantees.

Reinforcing-bar manufacturers taken to court

On the application of the Director General of Fair Trading a notice of reference has been issued in the Restrictive Practices Court of an agreement between certain members of the British Reinforcement Manufacturers' Association who are the principal producers in the UK of fabricated steel reinforcing bars for concrete structures.

The agreement provides for the parties not to import reinforcing steel from countries outside the EEC; not to sell their products below agreed floor prices and to abide by the association's rebate scheme; and to limit their deliveries by reference to a formula governing individual shares.

Under the Restrictive Trade Practices Act 1976 particulars of agreements containing specified types of restrictions have to be sent to the Office of Fair Trading for inclusion in the public register of restrictive trading agreements. The director general has a duty to refer all registered agreements to the Restrictive Practices Court for a ruling on whether or not the restrictions they contain are against the public interest.

Respondent

The British Reinforcement Manufacturers' Association (BRMA) is the respondent nominated by the director general to represent all the parties to the agreement. The parties will now be notified by the Treasury solicitor and each will have 28 days (from 1 October) in which to apply to the court, should he not wish to be represented by BRMA. If there are no objections, a notice of reference will then be served on BRMA which will have 14 days to 'enter an appearance' to notify the court that it intends to contest the case. It will then have three months to make its statement of case and the director general three months for his reply, to which BRMA will have six weeks to respond.

The Office of Fair Trading says the hearing is unlikely to take place before 1981.

Merger proposals cleared

John Nott, Secretary of State for Trade, has decided, on the information at present before him, not to refer the proposed merger between Tesco Stores (Holdings) Ltd and Cartiers Superfoods Ltd to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Mr Nott, has also decided not to refer to the commission the proposed acquisition by Coats Patons Ltd of Gütermann and Co KG.

Government sales

19 September 1979 – Miscellaneous

Location
Auctioneer's premises

Auctioneers
Woolland Son and Manico (Dept L), Kinterbury House, St Andrew's Cross, Plymouth (0752 69292)

Stores lying at Plymouth, Exeter and elsewhere, including clothing and textiles, vehicles, including a Bedford cargo truck, vehicle spares and tyres, machine tools and electrical items, ammunition boxes (wood/metal), binoculars and telescopes and various miscellaneous items.

Catalogues, which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, post 15p.

Advertisements for 'Trade and Industry'

All advertisement inquiries and bookings should be addressed to the Advertisement Department at 13 Great James Street, London WC1, telephone 01-242 9478.

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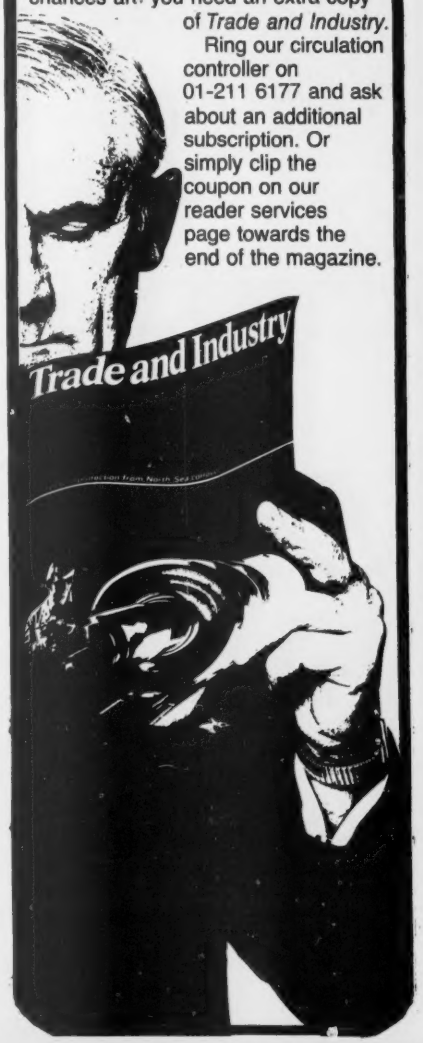
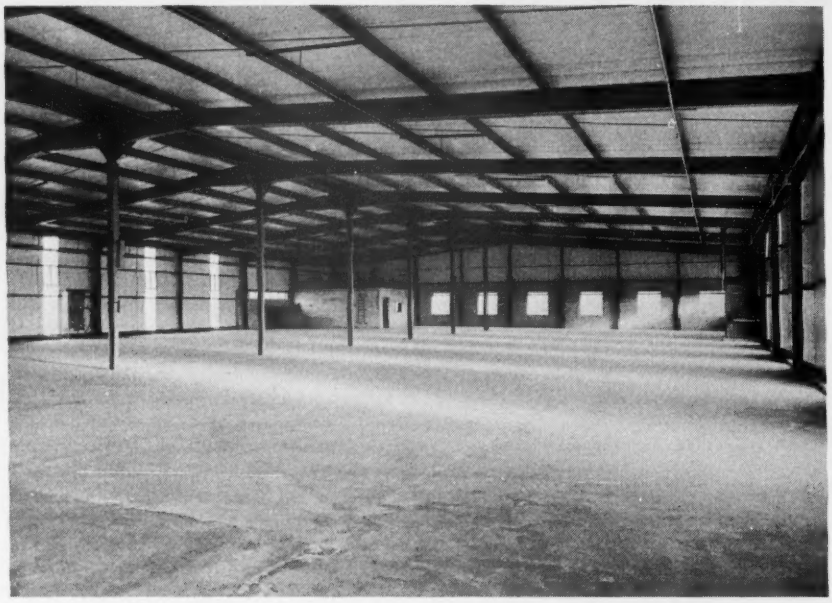


Space in which to expand production

Work is starting on more Department of Industry and Development Corporation's advance factories being built by the English Industrial Estates Corporation.



Birkenhead. Three factories two of 1620 m² each and one of 1260 m² are being built for the DoI at Green Lane, Birkenhead, Merseyside. They are of the terrace unit type; two are divisible into three units of 540 m² each and one is divisible into four units of 315 m² each. The premises should be ready for occupation in June 1980.

Burnley. A factory of 900 m² on the DoI's Smallshaw industrial estate, Burnley, Lancs, is due to be ready for occupation in February 1980.

Chipping. Work has started on a factory of 225 m² for the Development Commission at Chipping, Lancs. The factory is due to be completed in January 1980.
Inquiries about purchasing or leasing any of the factories mentioned above should be made to Mr C. Giles, Department of Industry, North West Region, Sunley Building, Piccadilly Plaza, Manchester M1 4BA, tel. 061 236 2171.

St Ives. An advance factory of 450 m² is being built for the Development Commission at St Ives, Cornwall. The factory is of the terrace unit type and is divisible into two units of 225 m² each. The premises should be ready for occupation in January 1980.

St Columb Major. An advance factory of 450 m² is being built for the Development Commission at St Columb Major, Cornwall. The terrace unit factory is divisible into two units of 225 m² each. The premises should be ready for occupation in December 1979.
Inquiries about purchase or lease of the factories in Cornwall should be addressed to the Department of Industry, Phoenix House, Notte Street, Plymouth PL1 2HF, Tel. 0752 218914, or, Regional Director, Department of Industry, The Pithay, Bristol BS1 2PB, tel. 0272 291071.

Moving in

Several companies are moving into advance factories built by the English Industrial Estates Corporation.

Hull. Humbrol Ltd has occupied an advance factory of 900 m² built by the English Industrial Estates Corporation on the DoI site at Sutton Fields industrial estate, Hull. The company is the consumer products division of Borden UK, a owned subsidiary of Borden Inc. of the United States. It will use the premises for making airbrushes, model kits, model engines, craft tools and ancillary modelling aids. The project will allow room for further development during 1980 at the company's existing 14 500 m² premises in Hull. It is expected that this will involve an expansion in the company's traditional paints and adhesive products. The total effect of the expansion, both at Sutton Fields and at Marfleet, is planned to lead to an increase in the company's turnover of up to £1 million and an additional 50 jobs.

Earby. Brig Building Components Ltd has occupied an advance terrace unit of 450 m² built by the English Industrial Estates Corporation for the Development Commission at Earby in the north west intermediate area. The company has also been allocated further units of 450 m² to be built on the same site. Brig Building manufactures hardwood window frames and the new premises are needed to meet increasing demand. Employment potential is for 40 people within two years.

Barnoldswick. Swegmark Nelson Ltd is to occupy an advance factory of about 450 m² on the DoI site at Barnoldswick, Lancs. Swegmark Nelson is a well-established ladies brassière manufacturer. Additional employment will be provided for about 67 people.

Hebburn. Marconi Radar Systems Ltd is to occupy an advance factory of 1350 m² on the DoI site at Victoria Road, Hebburn. The company, a subsidiary of GEC, specialises, not only in radar equipment, but in many other electronic fields, including light electronics and light mechanical associated assembly work. It is in latter work that major increases in new jobs will be required. Operatives will be transferred from the company's existing premises in Bill Quay and additional employment will be provided for 30 people within a couple of years.

Wigan. Heyes of Wigan, a BICC group company, has occupied an advance factory of 2100 m² on the DoI site at Martland Mill, Wigan. Heyes manufactures flameproof light fittings. The company, which has 130 employees, was acquired by BICC in 1978. Manufacturing operations have been transferred from premises at Orchard Street, Wigan. Space is available alongside the new building for expansion to double the present area.

Barrow-in-Furness. Scurrah-Nassau Ltd, has occupied terrace unit premises of 260 m² on the DoI site in Park Row, Barrow-in-Furness. The company is using the premises primarily for the manufacture of control equipment, sheet metal enclosures and smaller fabrications. It expects to employ a further 12 people over the next two years.

Redruth. Winkworth Machinery Ltd has occupied an advance terrace unit of 225 m² on the DoI's Cardrew industrial estate, Redruth, Cornwall. The company will manufacture industrial mixing machines and recondition mixing and other machinery as used in bakeries, catering establishments and food and process industries. Winkworth already has premises in Staines, Middlesex and Swallowfield near Reading and requires the new factory for expansion. Additional employment potential is 10 people over the next couple of years.

Liskeard. Highweld Ltd has occupied an advance factory of 900 m² on the DoI site at Liskeard, Cornwall. Highweld, a subsidiary of Westwood Engineering Ltd, will use the premises for the manufacture of garden lawnmowers and associated equipment. Employment will be provided for 40 people within three years.

Edinburgh gets 'chair' of microelectronics

Lothian Regional Council is backing financially the establishment at the University of Edinburgh of the UK's first university chair of microelectronics. This initiative also includes support for a new microprocessor development laboratory and a programme designed to increase appreciation among school staff and students of microtechnology and its implications. The regional council is supporting these developments with £70,000 per year initially for five years.

By this means, the council hopes to speed up the process by which Edinburgh's expertise in microelectronics can be disseminated throughout the region for the benefit of current industrial and commercial activity and as an attraction to potential new employers and inward investment to the region. It will enhance the university's status as a centre of excellence in microelectronics research and teaching in Scotland, an area of the UK that has a major concentration of electronics industry.

Edinburgh and Southampton Universities have been designated, and are being funded by the Science Research Council as the UK's two major university centres for microelectronics research and teaching.

The new chair at Edinburgh, to be known as the Lothian chair of microelectronics, will be established in 1979/80 with the aim of making an appointment by April of next year. In filling the post, considerable attention will be paid to applicants' interests and experience in industrially relevant work in microtechnology.

Facilities and services in microtechnology already offered to existing firms and to potential employers in the region by the University's Wolfson Microelectronics Institute, will be expanded with the new microprocessor development laboratory. It will involve the early recruitment of three engineering specialists, plus supporting staff – and equipment.

The Wolfson Microelectronics Institute, which is allied to and located adjacent to the university, was established in 1969 with a grant from the Wolfson Foundation. It is now a self-funded research and development organisation covering microelectronic design, instrumentation and systems development, with an expanding emphasis on applying microprocessors to new products and industrial processes. It also undertakes industrial training at the engineering staff level. The new professor of microelectronics, in addition to carrying out teaching and research, will also occupy a key role in the institute's expanded industrial links, as well as in retraining and educational liaison.

The activities of the new laboratory will be directed towards training and developing industry's awareness of microelectronics technology and will include the establishment of standard or tailor-made post-experience in-service courses for management and engineering staff; opportunities for company engineers to familiarise themselves with specific microcircuit and systems technology; and the mounting of 'field' seminars, visits and conferences.

Increased liaison with the schools and other education sectors in the region will involve the secondment of a senior science specialist from Lothian's Education Department, to follow the university's new MSc course in the design and manufacture of microelectronic systems. Thereafter, for the following two or three years at least, this member of staff will have a continuing base within the university's department of electrical engineering as well as in the region's education service, and will have a special liaison function in helping to arrange a programme designed to increase awareness of microelectronics in the schools.

Multilateral talks in US on electrical standards

Multilateral talks on future international standards governing several key electrical and electronic sectors will be staged in four United States cities this October. The UK will be represented among the over five hundred national delegates from the highly industrialised countries, as well as the industrialising, who will be participating.

The talks are the latest rounds of meetings of the International Electrotechnical Commission (IEC), the world's body on standards covering the production, consumption and utilisation of electrical energy. The meetings are being hosted by the IEC's United States National Committee which is part of the American National Standards Institute.

The subjects themselves will be wide-ranging and extremely varied. They will also be highly technical. Discussed 'in-committee', the subjects will cover: electromedical equipment; audio and visual disc and tape recording instruments; industrial-process measurement control of systems and elements; conduits for electrical purposes; industrial plugs and socket-outlets; and winding wires as used in across-the-board electrical engineering.

The purpose of these meetings is to achieve international consensus on many aspects concerned with electrical equipment used by these sectors. The outcome will lead to improved safety measures, higher performance and reliability criteria, and more rigorous test procedures.

IEC is a non-governmental international body. Its membership covers all the highly industrialised and many industrialising countries. Its work spans the electrotechnical spectrum, an industry that accounted for an estimated 25 per cent of global commerce in 1978. By producing international standards that can, and are, adopted as national standards, much assistance is given exporters in overcoming fundamental trading barriers.

Food processor under 'chip' control

A computer control system based on a microprocessor for a Fraser retort in the experimental kitchen of Stratford Canners was recently commissioned by the Food Research Association, Leatherhead.

This is the latest development in the programme that began two years ago with the purchase of a Motorola 6800 development system and the decision to demonstrate its control potential by working with the pilot plant retort at Leatherhead. When this was successful, a dedicated control unit was designed and constructed based on the 6800 microprocessor and having all the features incorporated in the development system for the same function.

One of the main features found in using a microprocessor is the comparative ease and flexibility of modifying the control function to optimise performance by software changes. Another feature that has been demonstrated is the reproducibility of performance over many retorting cycles.

The retort control unit at Stratford Canners is generally similar to the unit at Leatherhead but the software has been modified to meet their local requirements. Experience with this unit of semi-industrial operating conditions is an essential preliminary to applying microprocessor control to a full size production retort.

The system has been demonstrated to a number of the association's members who have shown interest in this method of control and the possibilities of controlling a wide range of other processes by microprocessors. A report on the development work up to the Leatherhead pilot retort application has been forwarded to the Department of Industry, who sponsored the project.

UK expertise applied to coconut cream and frogs legs

Unusual projects undertaken for developing countries by the Tropical Products Institute include a pilot scheme for producing and canning coconut cream and a project to improve the handling and processing of prawns and frogs legs in Indonesia. Details of these and of the institute's other activities are given in its latest biennial report for 1976/78 which shows that its operational spectrum varies from examining storage losses in grain caused by various pests to making milk substitutes from oilseeds. (Article on aid to third world, page 477.)

The institute, a specialist unit of the Overseas Development Administration, helps developing countries by advising on, and finding remedies for, economic and technical problems in the post-harvest field. It is mainly concerned with such matters as crop storage, the preservation and processing of food, quality control, marketing and the utilisation of the plant and animal resources of less developed countries, including wastes and by-products.

Among the technical problems it has solved, the institute had designed a pedal driven grain mill, small threshing machines for sorghum and developed a simple hand-held maize sheller which is now being made and used in many developing countries. Work has also been carried out on the use of materials such as cassava and millet as ingredients of bread. The use of these materials could be a means of saving foreign exchange currently used for the importation of wheat into developing countries. Vinegar has also been produced from bananas, mango slices preserved by deep freezing and new sources of haricot beans investigated to meet the world demand for baked beans. Another interesting project was operation 'flood', a milk cooperative scheme set up to improve infant nutrition in rural areas in India. The institute helped this scheme by investigating the viability of its being extended.

The institute draws freely upon outside institutions when this is necessary. It used, for example, the University of Manchester to investigate the causes of crown rot disease of bananas, which is of great importance to the banana industry of the Windward Islands. A contract was also placed with Brunel University to prepare design specifications for simple warehouses of between 100 and 1000 tonnes capacity.

Andy Baker (centre) of the Tropical Products Institute discusses maize storage problems with Malawi villagers.

World centre

As a world centre for post-harvest studies, the institute collaborates with numerous organisations in developing and developed countries including the European Economic Community, the United States Agency for International Development, the various organisations of the United Nations and the international research centres of the Consultative Group for International and Agricultural Research. Towards the end of 1977 the institute became an associated institution of the United Nations University and is actively involved in the world hunger programme of the university.

The institute's biennial report is available, price £2.25, from TPI, 127 Clerkenwell Road, London, EC1R 5DB.

BSI conference

A northern venue has been chosen for the British Standards Institution's forthcoming annual conference, 'Standardisation – from concept to customer'. It is to be held at the University of York, Heslington, on 3 and 4 October.

The conference is being organized by the British Standards Society, successor to the British Standards Associates. It should be of equal interest to standards and quality assurance engineers, design and drawing office staff and other experts in related fields.

The inaugural address will be delivered by Mr P. T. Fletcher, chairman of BSI's Engineering Divisional Council, and chairman designate of the executive board. Papers to be presented cover design for the market place, standards for efficient production, computers and standards, communications, the costs of quality, purchasing to standards, and packaging.

Further information is available from Miss E. A. Graham, Secretary, British Standards Society, 2 Park Street, London W1A 2BS, tel. 01-629 9000, ext. 344 or 279.

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16th-18th September 1980
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**Details from Mr D. Mitchell, Industrial Unit of Tribology, The University, Leeds LS2 9JT
Tel. (0532) 31751, ext. 7073**

Detector desk for examining mail

An inspection unit designed to examine mail suspected of containing explosives, drugs or other illegal objects has been introduced by Todd Research Ltd. The TR detector desk is designed for x-ray examination of letters and small packets. The system can handle up to 4000 items an hour. The viewing area consists of a fluoroscopic screen which creates an x-ray image of the item and assists the operator to assess contents.

The desk has an automatic conveyor belt which feeds mail to the viewing area. This allows rapid yet effective examination of large quantities of mail with the least disturbance to mail room procedures. Cleared mail continues on the conveyor belt for collection in a basket or hopper. If the operator is suspicious about an item, the conveyor belt can be stopped for deeper examination.

In high risk areas, an optional facility is a low light CCTV system to enable remote viewing of the object on a monitor placed in a safe area. Extra monitors can be linked in as required and a video tape recording system is available to assist play-back, training and the provision of a permanent record. Weighing about 405 kg (8 cwt), the unit conforms fully with radiological protection requirements.

Further information: circle 101

TR detector desk.

Tough sacks for difficult products

A range of spun-bonded plastics and composite sacks that are tough and resistant to tears and punctures as well as being easy to stack and handle has been introduced by Bowater Industrial Packaging Ltd, Ellesmere Port, Merseyside.

The Titan range comprises SB spun-bonded and K-SB and K-W laminated sacks. Of these, the SB version is produced from polypropylene fibres that are bonded together under heat and pressure to produce a 'breathable' material that is claimed to be stronger than a multi-wall paper sack and less expensive than sacks made from woven plastics or laminated materials. Only an open-mouthed version is available.

The sack is stated to be sufficiently strong and rigid to be handled on an automated sewing line; and is recommended for applications where moisture-barrier properties are not critical, and for carrying such sharp-edged engineering components as nuts and bolts or dense materials including ground rock products.

The laminated sacks offer cost-effective packaging because customers can select the most suitable combination of grades of kraft and type and grade of inner plastics ply for a particular application. The manufacturers operate a technical advisory service to help customers in their selection of sack.

Further information: circle 102

Flywheel rim marking at high speed

Timing marks and code numbers are stamped automatically on flywheel rims in as little as eight seconds with a machine developed by Funditor Ltd, Wembley, Middlesex, for the automotive industry.

The automatic flywheel marking machine uses hardened steel types or dies, applied in a rolling action as workpiece and marking tools engage under pressure. As the entire mark is not made instantaneously, applied pressure can be kept low without damage or distortion to the workpiece.

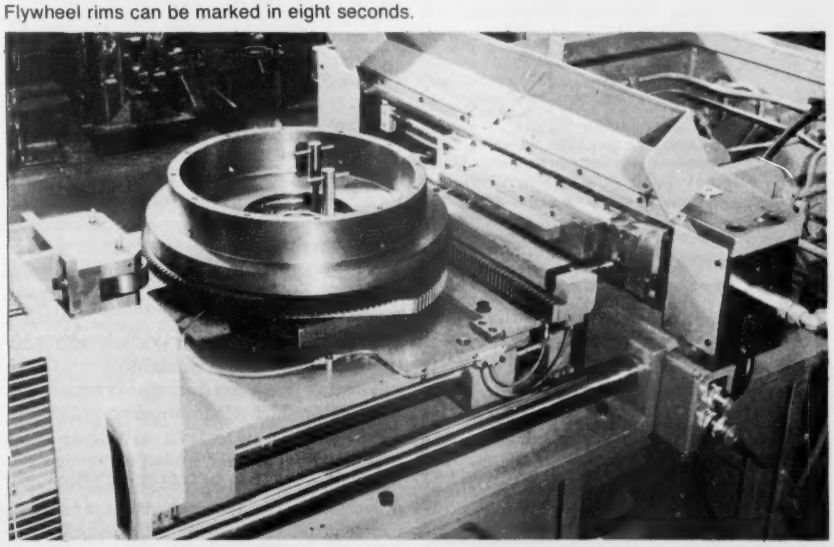
Hydraulically powered, the movement of the marking slide which carries the graduating and marking type is synchronised with a sliding table on which the flywheel rotates. A roller cradle supporting the workpiece gives the pressure required without the shock factor associated with sudden impact.

Ensuring the accurate positioning of marks and preventing flywheel slip during marking is a rack and segment gear arrangement, together with a spigot on which the workpiece is located.

After manual loading and pre-setting of the required number of marking strokes, the automatic cycle is actuated by push button. The repeat marking system ensures particularly deep marking and graduating, with positive registration on the return stroke of the marking slide.

Further information: circle 103

Flywheel rims can be marked in eight seconds.



Wall-mounted disc storage system

A floppy disc storage system designed to save office space, has been developed. The Wallstore system is easy to operate so that little time need be spent searching for a filed disc. The system utilises free wall space rather than often limited or expensive floorspace. One 20-disc standard modular unit projects 38 mm from a wall, compared with the 600 mm projection of a filing cabinet. The unit measures 955 by 280 mm and is easy to install and extend.

Large labels are attached to the discs and left permanently on display for quick identification. The modules can also slip sideways on the tracking to help rotation or queueing.

Further information: circle 104

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Commission seeks to improve costing of pollution control

The European commission is seeking to improve the methodological basis for estimating the costs of proposals to reduce industrial pollution. The commission is also hoping to build up information on the costs of pollution control in member countries. It outlines these aims in a council recommendation which gives methods of evaluating the cost of pollution control to industry (*Official Journal* L5, 9 January 1979).

This recommendation outlines the information which it may be useful to collect to calculate cost/pollution abatement relationships for processes or measures to reduce pollution. These relationships can be useful in providing a basis for estimating the costs of proposals to reduce the quantities of particular pollutants, affecting various industries, by specified amounts. The recommendation suggests that very detailed cost data should be collected and that this data should be linked to non-cost data such as the changes in the physical environment associated with the costs. This information would generally only be collected for particular anti-pollution measures or processes where these are considered relevant to pollution control policies under consideration.

The recommendation is an advisory document so no member state has to carry out any studies to derive cost/pollution abatement relationships and those conducting studies do not have to follow the suggested framework which is only provided as a useful guide for the structure of studies of pollution abatement costs. Studies may be carried out by government, public bodies, trade associations or individual firms.

Also member countries or firms do not have to pass data on pollution abatement costs to the commission but the recommendation suggests that this should be done when it is reasonable to do so. Passing data to the commission is intended to improve understanding of the implications of anti-pollution policy proposals and if the definitions and structure in the recommendation result in more comparable data being collected and discussed the analysis of both national and community proposals may be improved.

The Department of the Environment, asks if firms or organisations are asked directly for and agree to pass any data on pollution control costs to the commission, if the department could see the data. Such data can be sent to the address shown below. This applies both to detailed cost data which relates to specific measures, of the kind outlined in the recommendation, and to more comprehensive overall data. The value of these data would be to contribute to improved assessment of pollution control policies.

The department says a number of practical and methodological issues may arise if the definitions and outline contained within the recommendation are followed and also the outline may not be appropriate for some studies. A discussion note has been prepared by DoE which covers some of the questions which may arise. This note is available on request from Mr Richard Nurick, Economics Environmental Protection Division, Department of the Environment, S13/09, 2 Marsham Street, London SW1P 3EB.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Draft bankruptcy convention text

The latest text of the EEC draft bankruptcy convention was published by the Department of Trade on 6 September, with explanatory notes on the articles. The department hopes this will give those affected by the convention an early opportunity to assess the implications.

The convention dues not aim to unify laws in member states but provides rules for dealing with bankruptcies and company liquidations across national frontiers in the EEC. It is expected that the text of the draft convention will be submitted to the council of ministers later this year.

The draft convention deals not only with bankruptcy and analogous procedures concerning physical persons, but among other matters, with the winding-up of companies in compulsory liquidation (ie under a winding-up order made by the court) and in creditors' voluntary liquidation. It aims to ensure the unity and universality of bankruptcy; channel bankruptcy jurisdiction within the European communities to a single and appropriate national court; secure that the trustee or liquidator appointed by that court has virtually exclusive authority to administer the insolvent estate; simplify the job of the trustee or liquidator by harmonising the effects of a bankruptcy order and by authorising him to apply the rules of his own national winding-up code when dealing with the recovery of a bankrupt's estate, or, as appropriate, the assets of a company in liquidation, and when pronouncing upon claims made against it; and assist foreign creditors to present claims to the liquidator with the least complication and expense.

These aims are reckoned to have been achieved in the present working text of the convention included in the Department of Trade publication.

The text includes rules designed to ensure there will be only one effective bankruptcy against a particular debtor (including a company) throughout the community at any one time. The text also includes a set of rules for determining, and dealing with conflicts of, jurisdiction. It incorporates applicable law provisions in areas where the application of national rules concerning conflict of laws might cause difficulty, and finally it sets out a procedure for dealing with secured and preferential claims.

The bankruptcy convention is the first EEC convention which the government is negotiating from the outset since its accession to the EEC, under the obligation imposed upon member states by article 220 of the treaty of Rome to:

> enter into negotiations with each other with a view to securing for the benefit of their nationals of the simplication of formalities governing the reciprocal recognition and enforcement of judgments of courts or tribunals and of arbitration awards.

It is complementary to another EEC convention on jurisdiction and enforcement of judgments in civil and commercial matters (excluding bankruptcy) to which the UK acceded on 9 October 1978. That particular convention had, however, already been signed by the original six member states before the United Kingdom joined the EEC, and the UK was bound, therefore, to accede to it, subject, of course, to such practical amendments as were necessary.

Although negotiations on the draft bankruptcy convention were in progress at the time the UK became a member of the EEC, it had not been signed, and British negotiators have been able to play a full part in settling the text to take account of UK interests. In this connection, they have relied heavily on the recommendations of the advisory committee which was set up in 1973 under the chairmanship of Sir Kenneth Cork, which reported in August 1976 (Cmnd 6602).

The view of the advisory committee was that a bankruptcy law common to all members of the EEC was 'essential to the maintenance of stable economic conditions throughout the community', but it did not think that the time was ripe for states to adopt substantial unification in their national laws, assuming that this could be devised. This convention does not set

out to achieve such an ideal.
Copies of the draft convention are available from the Insolvency Service, Department of Trade, Room 116, 2-14 Bunhill Row, London EC1Y 8LL.

French re-organise oil monopoly

Following a review of oil policy by the French government and discussion between the French government and the EEC commission, new criteria have been adopted for the granting of authorisations from 1 July 1980 to 30 June 1983 for the marketing of oil in France. Applications for these authorisations had to be submitted by 7 September 1979.
(whether refined in France or not) is controlled by the state through firms which are granted 'special distribution authorisations' by the government. These authorisations are granted or renewed every three years at the discretion of the government and carry with them quotas limiting the amount of motor fuel which each authorisation holder is permitted to market per annum.
Principal conditions for the new licences are as follows:

- the quantity of motor fuel that authorisation holders are permitted to apply will no longer be limited, as quotas are being discontinued;
- authorisation will be issued in accordance with objective criteria based on the legal form of the undertakings and their technical facilities, particularly storage facilities, in relations to their throughput;
- authorisation holders must submit, and adhere to, three-year plans in which the majority of their requirements are covered by medium-term contracts; contracts may be concluded with refineries in France or in other EEC member states;
- authorisation holders will be free to propose obtaining a significant proportion of their supplies (maximum 20 per cent) on the 'free' market, with the understanding that a certain proportion of spot purchases must in turn be covered by 'tide-over' contracts which must also be concluded with community refineries.

Increase in wood and steel quotas

The duty-free quotas for 1979 have been increased from 15 August on coniferous plywood and high-carbon ferro-chrome. The following additional amounts are available:

Tariff heading/Item	Amount
ex 44.15	
Certain plywoods of coniferous species	100 000 m³ added to the EEC reserve
ex 73.02 EI	
Ferro-chromium containing less than 4 per cent by weight of carbon	21 950 tonnes allocated to the UK. 2000 tonnes added to the EEC reserve

The text of regulations EEC/1738/79 and 1737/79 giving details of the new quotas was published in the *Official Journal of the European Communities* L200, 8 August.
Inquiries on how much of a particular tariff quota has been used should be made to the Tariff Quota Registration Unit, HM Customs and Excise, Kings Beam House, Mark Lane, London EC3R 7HE, tel. 01-616 1515, ext. 2570/2295.

Swiss textile quota renewed

An EEC regulation renews community tariff quotas from 1 September 1979 to 31 December 1980 on the added value of processing work carried out in Switzerland on yarn and fabric reimported into the EEC.
Although there is no known UK trade in these goods the UK may draw on the EEC reserve if need should arise though there is no UK initial share in this tariff quota.
The text of the regulation EEC/1758/79 was published in the *Official Journal of the European Communities* L202, 10 August.

EEC grants for learning Japanese

Twenty-five young European executives, of whom four are British, have been selected under a community scholarship scheme to promote a better knowledge of the Japanese market. They are leaving this month to study in Japan for 18 months, and will stay in Tokyo but may spend some time in other major cities.
They will follow intensive Japanese language courses for 12 months and the remaining six months will consist of practical work in a Japanese firm. Visits, seminars and other activities will be arranged to further their knowledge of Japanese economic, political and social life.
To qualify for the scholarship students had to be a national of a member state, aged between 25 and 38; hold a university degree or equivalent professional qualification; have had at least two years' experience in industry and demonstrated their interest and ability in international commercial relations. A sound knowledge of English and one other community language was also necessary.
The cost of the scholarship is funded from the commission's budget to sponsor a better understanding of the Japanese market.

Protecting industrial designs

A one-day conference on important developments in the protection of industrial designs is being organised by European Study Conferences at the Royal Garden Hotel, London, on 27 September.
Details are available from Barbara Rawlinson, at European Study Conferences Ltd, tel. 057-282 2711.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Exports Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Imports from non-member states

The texts of the following decisions which authorise the relevant member states to refuse entry to the specific goods have been published in the *Official Journal of the European Communities*. The decisions relate to varying periods; full details are set out in the relevant decisions.

(*Official Journal* L215, 23 August 1979.)
Decision 79/722/EEC authorising the UK not to apply community treatment to woven fabrics of cotton, other than gauze, terry fabrics, narrow woven fabrics, pile fabrics, chenille fabrics, tulle and other net fabrics, falling within heading 55.09 of the common customs tariff (Nimexe codes 55.09-01, 02, 03, 04, 05, 11, 12, 13, 14, 15, 16, 17, 19, 21, 29, 31, 33, 35, 37, 38, 39, 41, 49, 51, 52, 53, 54, 55, 56, 57, 59, 61, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 76, 77, 78, 81, 82, 83, 84, 86, 87, 92, 93, 97) (category 2), originating in Thailand and in free circulation in the other member states.
Decision 79/726/EEC authorising France not to apply community treatment to handkerchiefs of woven fabrics, of a value of not more than 15 Eua/kg, falling within subheading ex 61.05 B of the common customs tariff (Nimexe codes 61.05-30, 99) (category 19), originating in South Korea and in free circulation in the other member states.
Decision 79/728/EEC authorising the UK not to apply community treatment to women's, girls' and infants' woven overcoats, raincoats and other coats, cloaks and capes, jackets and blazers, other than garments of category 15 A, of wool, of cotton or of man-made textile fibres, falling within subheading ex 61.02 B of the common customs tariff (Nimexe codes 61.02-31, 32, 33, 35, 36, 37, 39, 40) (category 15 B), originating in Romania and in free circulation in the other member states.
Decision 79/729/EEC authorising France not to apply community treatment to tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain or china, of earthenware, or other kinds of pottery, falling within heading 69.11 and subheadings 69.12 C and D of the common customs tariff, originating in the People's Republic of China and in free circulation in the other member states.
Decision 79/731/EEC authorising the UK not to apply community treatment to cotton yarn, not put up for retail sale, falling within heading 55.05 of the common customs tariff (Nimexe codes 55.05-13, 19, 21, 25, 27, 29, 33, 35, 37, 41, 45, 46, 48, 52, 58, 61, 65, 67, 69, 72, 78, 92, 98) (category 1), originating in Yugoslavia and in free circulation in the other member states.
Decision 79/732/EEC authorising the UK not to apply community treatment to cotton yarn, not put up for retail sale, falling within heading 55.05 of the common customs tariff (Nimexe codes 55.05-13, 19, 21, 25, 27, 29, 33, 35, 37, 41, 45, 46, 48, 52, 58, 61, 65, 67, 69, 72, 78, 92, 98) (category 1), originating in Brazil and in free circulation in the other member states.

(*Official Journal* L216, 24 August 1979.)
Decision 79/733/EEC authorising France not to apply community treatment to cotton yarn, not put up for retail sale, falling within heading 55.05 of the common customs tariff (Nimexe codes 55.05-13, 19, 21, 25, 27, 29, 33, 35, 37, 41, 45, 46, 48, 52, 58, 61, 65, 67, 72, 78, 92, 98) (category 1), originating in Pakistan and in free circulation in the other member states.
Decision 79/734/EEC authorising France not to apply community treatment to natural honey, falling within heading 04.06 of the common customs tariff, originating in the USSR and in free circulation in the other member states.

(*Official Journal* L217, 25 August 1979.)
Decision 79/744/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to men's and boys' woven breeches, shorts and trousers (including slacks); women's, girls' and infants' woven trousers and slacks, of wool, of cotton, or of man-made textile fibres, falling within subheadings 61.01 ex B and 61.02 ex B of the common customs tariff (Nimexe codes 61.01-62, 64, 66, 72, 74, 76; 61.02-66, 68, 72) (category 6), originating in Macao and in free circulation in the other member states.

Prestel viewdata system goes on international trial

Businessmen in seven countries will soon be able to take part in an international trial of Prestel the Post Office's world-leading viewdata system which gives users access to computer information banks by means of a simple tv type display terminal.

And now, following the start of the world's first public viewdata service – which began in London on 27 March – the Post Office claims another world 'first' when it begins experiments with an international viewdata service later this year.

Announcing the market trial, Peter Benton, managing director telecommunications said that the Post Office was not yet certain that a full Prestel international service would be a viable proposition but there had been sufficient interest in the prospect to justify launching a market trial which as well as giving evidence of demand whould give practical experience in resolving the many technical, social and legal problems associated with moving Prestel from the national to the international arena.

The trial is designed to identify the kind of information today's globe-trotting businessman, or government official, needs to know but which is often difficult to get quickly. With a Prestel international service – it will be instantly available, literally at the user's fingertips.

The trial will be open to selected users in the UK and up to six countries – Australia, West Germany, the Netherlands, Sweden, Switzerland, and the United States. It will offer a wide variety of up-to-the-minute business information drawn from many parts of the world – prices in the world's premier stock markets, currency exchange rates, schedules for the world's major airlines, the latest shipping news, for example, as well as a variety of specialist information such as commodity prices, economic analyses and company management information.

The decision to go ahead with the trial follows a six-month evaluation of the potential market for such a service carried out for the Post Office by Logica. This firm has now been commissioned to assist in setting up the trial which is expected to last one year. During the trial, a decision will be taken on a full-scale service.

Discussions are already under way with firms who might provide information needed for an international databank – part of which could be multi-lingual. Parallel talks are due to start soon with tv set manufacturers about supplying the few hundred terminals needed for the trial. And the telecommunications authorities of the other countries involved are being invited to discuss the Post Office's plans.

The trial service will be using a dedicated Prestel computer in London which will become available after the full public service goes live in London in a few weeks' time.

Scrap quotas scrapped for six months

The government has decided that quantitative ceilings on exports of non-alloy ferrous scrap to non-community countries should be removed for a six month trial period. Export licences will still be required but these will be for surveillance purposes only. There is no control over exports to community countries.

This follows the government's announcement on 26 June that interim arrangements for licensing exports of non-alloy ferrous scrap to non-community countries would operate during the third quarter of this year pending the outcome of a government review of the future of export controls on ferrous scrap.

So, from 1 September licences for the export of all grades of non-alloy ferrous scrap to third countries will be issued freely without quantitative restriction for a trial period of six months. Similarly licences for certain reusable products will be issued freely but minimum price criteria will no longer be taken into account when issuing licences.

The government's preferred policy, in accordance with its intention to minimise intervention in the operation of the market, is to move as quickly as practicable towards the total abolition of the control. However, acknowledging the continued licensing control in other community countries of ferrous scrap exports to third countries and also the concern of UK user industries, the government will maintain licensing as a surveillance measure for six months, following which the continuing need for licensing will be reviewed.

Applications for licences to export all grades of ferrous scrap to non-community countries should continue to be addressed to the Department of Trade, Export Licensing Branch, Sanctuary Buildings, Great Smith Street, London SW1P 3DB. From 1 September there will no longer be any requirement for exporters to submit evidence of firm orders when making an application.

Licences will continue to be valid for a period of two months. Extensions to licences will be granted as appropriate but, where administratively more convenient, a new licence will be issued.

Merchants receiving licences will continue to be asked to submit by the sixth day of each month details of exports made against their licences during the preceding calendar month. This information should be forwarded to the Department of Industry, Iron and Steel Division, Ashdown House, Room 821, 123 Victoria Street, London SW1E 6RB, tel. 01-212 6731.

Licensing arrangements for exports of alloy ferrous scrap are being reviewed but will for the present remain unchanged. Trade inquiries concerning export licensing should be addressed to the Department of Trade, Export Licensing Branch, Sanctuary Buildings, Great Smith Street, London SW1P 3DB, tel. 01-215 4247.

Diplomats speak on mid-east trade

Mr H. V. B. Brown, first secretary at the British embassy, Jeddah, will speak at the London Chamber of Commerce and Industry on 20 September on the business situation in Saudi Arabia.

During his tour of duty in Saudi Arabia, Mr Brown has been responsible for invisibles, including banking and insurance, and major construction projects. His talk, the chamber says, is expected to be of particular interest to businessmen concerned with those sectors of the Saudi Arabian market.

On 10 October Mr S. J. G. Cambridge, Britain's ambassador to Kuwait, will talk on the political and economic background to business in Kuwait with particular reference to current trends towards regionalisation and the great importance these trends are likely to have for Kuwait as a marketing centre.

Mr Cambridge's talk is expected to be of particular concern to businessmen interested in joint ventures in Kuwait, particularly industrial leasing.

Further information about both events can be obtained from Jennifer Blay, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444, ext. 34.

Iraq clarifies import licensing

Details of Iraq's 1979 import licensing programme have been received by the overseas tariff and regulations (OTAR) section of the Department of Trade. Now that Iraq has removed its embargo against UK goods and services, UK exporters may wish to find out the import position of goods according to the import licensing programme by contacting OTAR, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757, ext. 475/7062.

US trademark forum in London

The US Trademark Association will be holding a forum on 'Trademark law and practice in the United States' at the Grosvenor House Hotel, London, from 11 to 13 November.

The programme will be of interest to firms producing or selling products in the United States, to lawyers, agents, corporate personnel and others dealing with trademarks.

Details of the speakers and topics covered, fees and registration can be obtained from Miss L. Parrish, Commercial Section, American Embassy, Grosvenor Square, London W1A 1AE, tel. 01-499 9000, ext. 405.

Registration requests must be sent to the US Trademark Association, 6 East 45th Street, New York, NY 10017, USA.

September trade fairs promote exports to Europe

More than 900 British firms, supported by the British Overseas Trade Board, will exhibit at 27 trade fairs in Europe during September. They will show products ranging from jewellery, toiletries, car radios and caravans to engineering equipment, leather and clothing manufacturing machinery and microprocessors.

The Duke of Kent, BOTB's vice-chairman, will visit the British stands at the world telecommunications exhibition, Telecom '79 which is being held in Geneva from 20 to 26 September. In a joint venture between BOTB and the Electronic Engineering Association, 32 companies will demonstrate advance technology in the telecommunications field and the Post Office will present System X, Britain's all-electronic digital telephone exchange system.

Minister for Trade, Cecil Parkinson, will visit the international fine foods and provisions exhibition (Anuga) which opens in Cologne tomorrow (8 September) and will run until 13 September. Some 100 British companies, supported by BOTB and sponsored by the British Food Export Council, will exhibit a wide variety of fresh and processed foods.

Spoga, the international trade fair of sports goods, camping equipment and garden furniture (see *Trade and Industry*, 31 August, page 433) is also happening this month in Cologne.

From 27 to 30 September, there will be the Cologne international fair of clothing manufacturing machines (IMB) where 12 British companies, sponsored by the Clothing Institute and the British Interlining Manufacturers Association, will exhibit machinery.

Fashions for men, women and children will be presented by 138 firms at fairs in Paris, Düsseldorf, Copenhagen, Stockholm and Milan.

Footwear was presented by 11 manufacturers at the Milan interational footwear and leather show which closed last Tuesdays, and will be shown by 14 companies at the European footwear samples display being held from 22 to 24 September in Düsseldorf.

British lingerie will be displayed by 24 companies at the international fashion trade fair also being held in Düsseldorf, and opening next Sunday (9 September). Leather – including garments, shoes, handbags and fancy leathers will be exhibited by 80 firms at the Paris leather week which opens tomorrow.

In eastern Europe, 54 British companies will be represented at the Brno international engineering fair being held from 12 to 20 September, an important annual showcase for Britain's engineering capabilities with visitors from Czechoslovakia and other east European countries. At the Plovdiv international trade fair which opened last Monday, 21 British companies are presenting products including electronic components, broadcasting equipment, labelling systems, machinery for the tanning-industry, printing machines, pharmaceutical products and cosmetics in a British pavilion organised by the BOTB.

Alfie Howard, town crier of the London Borough of Lambeth, declares the British fortnight in Manila open, see page 480.

Autumn drive for furniture makers

Furniture ranging from reproduction Tudor style to ultra-modern leather upholstery will be presented by British manufacturers at four exhibitions spanning the world during the autumn. The firms are backed by the British Overseas Trade Board and sponsored by British Furniture Manufacturers Exhibitions.

A joint venture group of 14 companies will take part in the biennial Utrecht international furniture exhibition to be held from 10 to 16 September. The products on show will include beds, dining room furniture and occasional pieces.

The twentieth international furniture exhibition, Meuropam, in Lyons, from 6 to 9 October, will be attended by 22 firms, some of them being exhibitors of long standing at this show, and seven newcomers. Visitors to this trade exhibition are mostly French buyers coming from all over the country. But it also attracts many overseas visitors.

At the fifth Brussels international furniture fair, another annual event held this year from 8 to 12 November, a joint-venture group of 24 manufacturers – 11 of them taking part for the first time at this show – will exhibit in order to consolidate and expand their strong position in the Belgian market, as well as in the neighbouring countries of France, Holland and West Germany. The wide range of products displayed will include traditional English reproduction furniture, leather upholstery, bedding, telephone seats and prints.

Some of the finest British craftsmanship will be shown at the first international furniture fair to be held in Tokyo from 21 to 25 November. Eighteen companies will introduce a wide range of traditional English reproduction styles as well as high-quality modern furniture to the Japanese market.

British pavilion at Poznan

As in previous years, the Department of Trade will be organising a British pavilion at the Poznan international trade fair to be held from 8 to 17 June 1980. The Poznan fair is the largest annual event of its kind in eastern Europe and is the focal point each year where representatives of Polish industry meet suppliers from abroad. The event therefore provides a useful method of making and maintaining contacts within the Polish buying organisations.

The product sectors covered by the fair are as follows: complete industrial plants; metallurgical products; machines and installations; capital goods; electric, electronic and telecommunications equipment; vehicles; chemical products; glass and ceramic products; furniture, wood and paper products; textile and leather products; farm products and foodstuffs, consumer durables, services.

British exhibitors will again be housed in the new British pavilion opened in 1977 which provides the most up-to-date facilities and accommodation available at the fair. Demand for space is again expected to be high.

The final date for the return of applications is 30 November and further details and application forms are available from: Mr B. G. Rice, Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU, tel. 01-248 5757 ext. 7246.

Exploring earning more from exports

A half day 'Earning more from exports' conference is being organised by the British Overseas Trade Board at the Gosforth Park Hotel, Newcastle, on 10 October.

BOTB chairman Lord Limerick will be chairing the conference and Professor Robert McKenzie will introduce case studies by four local exporters. Adio-visual presentations will be given by Coles Cranes Ltd, Shulton (GB) Ltd, Victor Products Ltd and Furmanite International Ltd to demonstrate the importance of non-price factors such as design, performance and after sales service in their own export achievements.

Management and shopfloor delegates from firms in the north-east of England are invited to attend the event which is the first in the board's new series of regional conferences under the 'Earning more from exports' title.

The fee for the half-day conference, including documentation, refreshments and lunch, is £20, and £15 for shop floor delegates. Applications for tickets should be sent, with the fee, to Mr R. R. Edwards, British Overseas Trade Board, Northern Regional Office, Stonegate House, 2 Great Market, Newcastle upon Tyne NE1 1YN, tel. Newcastle 24722, ext. 235 or 233.

SEOUL TRADE FAIR OCT 24 TO NOV 12 '79

The Korea Trade Promotion Corporation (KOTRA) – the Government trade body for the Republic of Korea – is sponsoring a major fair for Korean Products at the new Exhibition Centre. This will be the largest fair ever held in Korea, with 400 stands representing all the General Trading Companies.

In order to facilitate your travel and business arrangements, we have arranged with Korean International Travel Co. to organise an inclusive package tour – as well as individual excursions – for visitors to the Fair, in conjunction with Korean Air Lines. We will help you with your hotel reservations, as well as transport in Seoul for group visits.

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Tel. 01-439 0501

ECGD backs world-wide loans

Loans backed by the Export Credits Guarantee Department in the past week cover finance for projects such as the Hong Kong mass transit railways, the development of Brazil's on- and off-shore petroleum reserves, rural electrification in Egypt.
It is also backing loans that will enable Poland and Czechoslovakia to buy UK goods and services.

Hong Kong: $111 million
The department is guaranteeing the repayment and funding of two loans with a total value of US$111 million which Lazard Brothers has made available to the mass Transit Railway Corporation, Hong Kong.
The first loan – for US$95 million – for which Lazards is acting on its own behalf and for Barclays Bank International and Midland Bank will help finance the contract won by Metro Cammell Ltd of Birmingham for the supply and commissioning of 150 rapid transit coaches for the Tseun Wan extension of the railway.
The other loan is for US$16 million and Lazards is acting on its own behalf and for Grindlays Bank and Midland Bank. This loan will help finance the contract won by GEC Rectifiers of Stafford for the supply of switchgear, transformers and other equipment for the power supply system for the extension.
With the conclusion of these loans the total value of export finance supported by ECGD under the foreign currency financing scheme introduced in spring 1977 now tops US$4,000 million.
A further ECGD-guaranteed loan to the Mass Transit Railway Corporation is expressed in Hong Kong dollars and will help finance the contract awarded to Westinghouse Brake and Signal Company of Chippenham for the supply, installation and commissioning of railway signalling and automatic train control apparatus. This loan, for HK$56 million, has been arranged by Lazards acting on behalf of Schroders and Chartered Ltd.
Previous ECGD-backed loans in support of UK contracts for the Hong Kong transit railway were a line of credit with a total value of £120 million arranged by Kleinwort Benson Ltd in 1976, and a HK$204 million loan arranged by Lazards in 1978 to help finance a contract won by Metro Cammell for 70 rail cars for the second phase of the railway.

Brazil: $35 million
A further US$35 million has been made available to Petroleo Brasileiro (Petrobras), Brazil, by Lloyds Bank International. This loan supplements the US$35 million ECGD-guaranteed finance made available by Lloyds Bank International to Petrobras under an agreement signed in June 1978.
The loan will help finance contracts awarded by Petrobras or its subsidiaries to UK suppliers of capital goods for the expansion of the Brazilian in-shore and off-shore oil exploration and petrochemical development programmes. UK firms with contracts from Petrobras will receive 85 per cent of the contract value from the loan; the remaining 15 per cent is payable from the buyer's own resources.

Egypt: $5.4 million
A £5.4 million loan being made available by Morgan Grenfell to the Rural Electrification Authority, Egypt, will help finance a £7 million contract awarded to GEC High Voltage Switchgear by the Rural Electrification Authority for the supply of equipment for eight 66/11 kV substations and four extension substations.

Poland: £30 million
The department has guaranteed the repayment and funding of a $30 million line of credit which Barclays Bank International has made available to Bank Handlowy w Warszawie of Poland, to finance contracts awarded by Polish state trading organisations to UK firms for the supply of UK produced spare parts and machinery components.
Exporters will receive 85 per cent of the contract value from the loan; the remaining 15 per cent is payable from the buyer's own resources. To qualify under the terms of the loan a contract must have a minimum value of $50,000 and be placed by August 1980.
Exporters interested in this facility should contact Mr C. Luby of ECGD, tel. 01-606 6699, ext. 7339, or Mr R. Payne or Mr D. Hanlon of Barclays Bank International, tel. 01-283 8989, ext. 3621 or 3633.

Czechoslovakia: £5 million
A £5 million line of credit, backed by the department, which National Westminster Bank Ltd has made available to Ceskoslovenska Obchodni Banka AS, will enable buyers in Czechoslovakia to place orders in the UK for capital goods and associated services.
UK suppliers will receive 85 per cent of the contract value from the loan; the remaining 15 per cent is payable from the buyer's own resources. To quantify under the terms of the loan contracts must have a minimum value of £20,000 and be placed by 28 August 1980.
This is the fifth EGCD-guaranteed line of credit to Czechoslovakia with finance made available by National Westminster Bank to be concluded since the beginning of 1977. The total loan value of these lines is £16 million.
Contracts placed under previous lines of credit have included harvesters, excavators, computer systems and technical measuring instruments.
Exporters requiring further details of this facility should contact either Mr R. Martin of ECGD, tel. 01-606 6699, ext. 7568, or Mr P. J. Brinck of National Westminster Bank, tel. 01-588 6122.

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL, tel. 01-606 6699.

Aid grants improve third-world agriculture and technology

Improvements to the agricultural production potential of a number of developing countries will result from recent aid allocations announced by the Overseas Development Administration (ODA). In addition the annual report of one of ODA's specialist agencies highlights how Britain's professional expertise is being used to improve the skills available to third world countries in industry, training and agriculture.

Sri Lanka power station

A grant of £100 million to Sri Lanka to meet the major part of the costs of a dam and power project at Victoria, Central Sri Lanka, has been approved by Neil Marten, Minister for Overseas Development. This project will be an important step towards the better harnessing of the Mahaweli River for power and irrigation and will lead to the development of hitherto unused resources.

The British grant, which will be spread over six years starting in 1980, will finance the construction of a dam, tunnel and power station at Victoria.

The power station will contain three generating sets, each of 70 MW capacity which represents about one-third of the country's total installed capacity in 1985 when the scheme is due to be completed. This will meet increased demands as a result of rural electrification and industrial expansion. The dam should make possible later the irrigation of some 24 000 hectares of land downstream.

Sir Alexander Gibb and Partners has already conducted a feasibility study and undertaken the design of the dam and power station and it is expected that Sri Lanka's government will appoint them consulting engineers for the project.

British contractor will be engaged to build the dam and power station using goods and equipment largely imported from Britain. Contractors have been asked to tender for the construction of the dam and tunnel to carry water to the power station. Invitations for tender for the construction of the power station will be issued shortly.

Most of the aid will be used for the purchase of necessary goods and services for the project from this country. So far some £3 million of British aid has been used to finance preliminary work on the project including a feasibility study, geological investigations at the dam site and the provision of heavy earth-moving and bridging equipment.

Irrigation and communications in India

A grant to India of £17 million will used to purchase specialised earth-moving equipment from Britain which will be used to construct and expand irrigation systems throughout the country and used where labour intensive methods are unsuitable. The equipment, which includes heavy tractors and scrapers, will also be used in construction projects assisting flood control and the generation of hydro-electric power.

A second grant of up to £15.1 million will help finance a telecommunications cable which will run under the India Ocean, linking India and Malaysia. The contractor will be Standard Telephones and Cables Ltd of the UK.

The submarine cable, running between Madras in India and Penang in Malaysia, will be the first such cable under the India Ocean. It will greatly improve the telecommunications system – and hence assist the growing volume of international trade between India and markets in south-east Asia.

At present India has to rely on a single satellite for telecommunication links with other countries and the new cable will overcome the current short fall of circuits available to her.

This is a regional venture with India and Malaysia as major partners but also involving Cable and Wireless Ltd who operate the Hong Kong telecommunications system, Australia, Singapore, Sri Lanka and possibly Canada. These grants will be financed from an agreement made in 1978.

Desert reclamation in Egypt

Further studies into a major project which could bring new life into a desert region of Egypt are being funded by a £397,000 aid grant. A team from ULG Consultants of Warwick will start carrying out trials into the feasibility of growing sugar beet, sunflowers, onions, tomatoes and cereals on a commercial scale in the west Nubariya area – a desert region to the west of the Nile delta.

The crop trials, which are expected to continue for three years, are an integral part of the studies necessary to design and plan a major project which will involve reclaiming desert land and eventually settling up to 10 000 landless families in the region. The Overseas Development Administration is financing the first year of the trials and the International Bank for Reconstruction and Development the remaining two years.

Britain has been involved in the project since 1976 and has already supported a variety of studies in the region, costing £943,000. These have covered physical factors such as soil composition, drainage and irrigation methods and crops most suited to local conditions, and a study of the social and economic impact of such a major scheme

Training for third world

Some 1380 attachments for practical training with British industry were arranged during 1978/79 for third world trainees by the Technical Education and Training Organisation for Overseas Countries (Tetoc), a specialist agency of the Overseas Development Administration. This is one of the facts in Tetoc's annual report published on 23 August and describing a varied range of activities in support of Britain's overseas aid programme.

The trainees – who were funded by ODA, by the International Labour Organisation, or by an overseas government or organisation took part in programmes which varied between three and 15 months, and involved an average of three separate attachments, including British industrial firms, consultants, laboratories, national and local authorities and academic institutions.

Tetoc is used by ODA as a main source of professional advice on overseas aid in technical education, in agricultural education and training, in industrial training, public administration and management development. The agency helps diagnose overseas needs and helps meet them by developing programmes and projects, recruiting staff, making links between educational bodies, and arranging training courses at home and overseas.

In the period covered by the annual report, Tetoc's advisers in industrial training visited 13 countries to help their training programmes. Among these were a Tetoc training plan for Sudan's Roads and Bridges Public Corporation; India's plans for training thermal power station personnel, and coal mining training generally; and monitoring British technical co-operation training programmes in Colombia, Costa Rica, Ecuador and Paraguay – involving such diverse subjects as aircraft maintenance, textiles, the construction industry and woodwork.

The report records 'steadily increasing aid activity' in public administration and management development and the agency has continued to encourage and guide British institutions in providing training suited to the needs of developing countries. The response, says the report, had been encouraging as ever, and covered many important disciplines.

Among activities in management development has been collaboration with the India Bureau of Public Enterprises, through the action learning programme in India, and special training courses and practical attachments in Britain; middle management training in the construction industry in Egypt; the development of a national consultancy service for industry in Nepal; and setting up an Institute of Management in Jordan.

In technical education, the report notes that 19 British institutions allowed Tetoc to direct their skilled capacity into overseas assignments – an indication of the readiness of British manpower to travel in support of the aid programme.

The agricultural engineering and training side of Tetoc's activities also records good progress during the year. Advisers were involved in training schemes in Afghanistan, Costa Rica, Swaziland, Pakistan and Nepal. A second group of teacher trainees from Afghanistan came over to the Worcester College of Higher Education for the one-year diploma course.

Sixty-two staff for technical education institutions overseas were recruited in Britain during the year. Such posts are either at the expense of overseas employers or partly at their expense, supplemented by Britain's aid programme.

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Customs gets tariffs taped for traders on computer

Customs and Excise are planning to issue tariff information in magnetic tape form, from 1 January 1980, as an aid to traders who use computer facilities to complete their import entries. This follows discussions with a representative selection of trade interests.

The Customs tape is likely to be in standard form, issued annually each January, possibly with an update tape a month or so later. At this stage it is not planned to include written goods descriptions to accompany the tariff trade code numbers (TTCN). Traders who are able to take advantage of the new facility will find it particularly useful, in view of the changes in duty rates which will arise from decisions taken at the Tokyo Round of General Agreement on Tariffs and Trade. Eight out of 10 duty rates will change annually for eight years from 1 January 1980 and possession of the Customs tape will help traders to keep their tariff rates up to date.

Details of the new facility are still provisional but it seems likely that the price of each tape would be approximately £50, including VAT. Further information is available from D. H. Finney, Room 19/14, HM Customs and Excise, Kent House, Upper Ground, London SE1 9PS.

Hong Kong's July imports 50 per cent up on 1978

Hong Kong's imports in July 1979 at £655.82 million were up by 49.4 per cent over July 1978 the Hong Kong Trade Development Council reports. Domestic exports rose in the same period by 49.4 per cent to £449.61 million. For the 12 month period August 1978 to July 1979, domestic exports at £4,200.17 million rose by 31.2 per cent over the August 1977 to July 1978 period. Similarly imports also rose by 39.5 per cent to £6,591.91 million and re-exports by 51.4 per cent to £1,489.73 million for the same period.

Later this month a high-level mission from Hong Kong will be visiting the UK as part of a European tour to encourage more two-way trade. Members of the mission, who will, while in the UK, meet Cecil Parkinson, trade minister, are:

Sir Yeut-Keung Kan, chairman designate of the Hong Kong Trade Development Council; T. K. Ann, present chairman of the council; D. K. Newbigging, chairman, Hong Kong Tourist Association; D. R. Y. Bluck, John Swire and Sons (HK) Ltd; Tommy Zau, Electronic Devices Ltd; Mr S. K. Ngai, president, Chinese Manufacturers' Association of Hong Kong; and L. Dunning, executive director of the council.

Opportunities from world aid projects

A conference intended to alert British and European exporters to the opportunities in 1980 for selling their products and services into international aid projects will be held in London later this year. Entitled 'Business opportunities from world aid projects', the conference will be held at the Waldorf Hotel on 6 and 7 December.

Representatives of major aid funds and agencies who will be speaking at the conference want to encourage more companies from the donor western countries to tender for aid projects. Their hope is that competitive tendering and more interest in aid projects will improve the quality of the products and services offered, as well as holding the prices at a reasonable level.

Included among the speakers are officials from the Overseas Development Administration, Crown Agents, and the commonwealth Development Corporation. Also Claude Cheysson, EEC commissioner for development will be speaking about the role of the European development fund.

Further information can be obtained from Howard Evans, IC Expo Ltd, 109 Kingsway, London WC2B 6PZ, tel. 01-242 4784, tel. 25755 EXPO G

'Hints to Exporters' booklets published

Revised editions of the booklets on the Dominican Republic and on Republic of Zaïre have been published.

British exporters can order these booklets by post, accompanied by the appropriate remittance, from the Department of Trade, Publications Sales Unit, Export House, 50 Ludgate Hill, London EC4M 7HU at £1 per copy, plus postage and packing as follows: 1 copy 20p; 2 to 4 copies 30p; 5 to 7 copies 40p; more than 7 post free.

Copies may also be purchased by personal callers at Export House and at the Offices of the Department of Industry at Newcastle upon Tyne, Cockermouth, Manchester, Leeds, Nottingham, Birmingham, Bristol; from the Scottish and Welsh Offices and from the Department of Commerce Belfast.

Agribusiness: seminar on middle east prospects

An all-day conference covering recent developments in agricultural business in the middle east and north Africa is being organised by the London Chamber of Commerce and Industry on 21 November.

Speakers will include Dr John Larmuth, desert research project, Cambridge, who will speak on the problems of the arid zone; Mr J. F. Robson of Sir M. MacDonald and Partners, on the subject of irrigation development; Mr M. H. F. Cooper, Hunting Technical Services Ltd, on the transfer of appropriate technology; Mr Randal Charlton of FarmKey Ltd, on turnkey projects; Mr B. J. Hosking of B. J. Hosking (Marketing) Ltd, who will give a talk on group marketing of agricultural equipment in the middle east; and Mr C. J. Craig on the funding of agribusiness projects.

The conference will be chaired by John Thorneloe, chief executive of the British Agricultural Export Council.

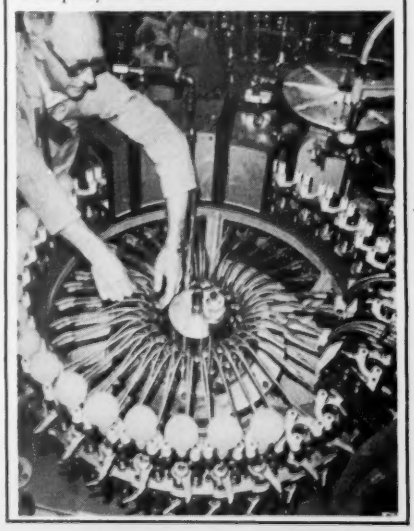
Further information can be obtained from Jennifer Blay, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444, ext. 34.

Gormley joins BOTB

Joe Gormley, president of the National Union of Mineworkers, has been appointed a member of the British Overseas Trade Board by trade secretary John Nott.

Light on exports

The Sealex machine in the Badalex high-speed plant for manufacturing domestic (GLS) lamps, being tested during construction by a Badalex engineer at the company's Weybridge factory. It is part of an order for a fully automatic lamp manufacturing installation for export to the Westinghouse Company, USA, and is one of three new contracts, valued at almost £1 million, announced by Badalex. One of the other two orders, also from the Westinghouse Company, is for automatic mount mill machinery for wedge based lamps – specialist lamps for automobile side lights. The third order is for a semi-automatic group of lamp machinery for the Omaryrar Company in Pakistan.



Energy saving boosts woollens

From F. R. C. Thomson, British Trade Development Office, New York. August in New York is a month of 90° temperatures and energy sapping humidity; a month when city dwellers, if they can, take off to the cool of mountains up-state or the beaches of Massachusetts or Maine. But it is also the month in which men's clothing manufacturers come to New York, or stay in town, to seek out and to sample the fabrics they will use in their collections for the following autumn and winter.

This year the cutters and stylists had a greater choice than ever before. Twenty-three British firms, in a joint venture organised by the National Wool Textile Export Corporation and the British Overseas Trade Board at the Waldorf-Astoria Hotel from 14 to 16 August. This was the largest promotion of British wool fabrics yet held in New York. The material on show covered the entire spectrum of the industry – from the tweeds of Northern Ireland through the tartans, checks and overcoatings of Scotland to the traditional wool and wool worsted suitings of Yorkshire. Specialist weavers and knitters of exotic and luxury fabrics – cashmeres, mohairs and silks – gave the event a uniquely British air.

Initially, exhibitors had feared buyer resistance to their prices, with the weak dollar and the current exceptionally high rate of duty boosting price increases over previous seasons. But as the show progressed it became clear that colour, design and technique took priority over price. As the trade newspaper, the *Daily News Record*, commented in their report on the show, the British have reminded observers that 'there has always been and continues to be a market for high-quality luxury tailored apparel in the United States'. 'Men's tailored clothing is again moving in the direction of the "British Look". Other favourable influences are seen in the natural fibre trend, which favours wool fabrics, and more consumer interest in warm clothing as energy costs mount.'

At other shows, success can be measured in terms of volume of orders written or in terms of number of visitors. The benefits of this promotion cannot be so simply quantified – the aim was to attract a small but select group and to influence them early in their planning for 1980. Designers from virtually every major better menswear firm and design studio in the United States and Canada came to the show and many were so impressed that they returned for a second day to study individual fabric collections in depth. The trade press, without seeking paid advertising, devoted 100 column-inches to the promotion and to the various trade personalities attending. But the most telling indication came from the exhibitors themselves. As one put it 'even the Yorkshiremen are happy'.

National Wool Textile Export Corporation chairman Victor Blackburn (left) and Gordon Booth Britain's director General of Trade Development in New York and Mrs Booth discuss one of Lestienne's worsted suitings.

Herrenmodewoche worthwhile for UK

From N. A. S. Jones, British Embassy, Bonn.

A British Overseas Trade Board/British Men's Wear Guild joint venture of 19 British firms took part with exhibitors from 35 countries in the recent twenty-fifth (Jubilee) International Men's Fashion Week) (Herrenmodewoche) at Cologne from 24 to 26 August. The British joint venture with the Italians, Dutch and French ranked among the biggest at the fair. Foreign firms represented 40 per cent of the exhibition. There were some non-EEC countries with substantial displays, as well as representatives from east Europe. The United States showed for the first time, concentrating on formal wear.

The joint venture and those of other British companies exhibiting independently were a fair reflection of the up-market sector of British men's wear. Tastes ranged from the trendy disco/leisure wear of some young designers to the more conservative lines in shoes, ties, knitwear, shirts and suits exhibited by others. Suede and leather was much in evidence as were travel accessories. Agents were found by some first time exhibitors and new accounts opened; several inquiries were registered, to be followed up later.

Considerable space (14 000 m²) and attention was directed towards the young generation and there were extensive displays of casual clothing. Domestic manufacturers were well represented, but the imported article continues to have a special appeal to the young consumer.

The consensus among British exhibitors indicated that although orders had been taken, expectations had not entirely been fulfilled. Some felt that the growing internationalism of the Paris fair (Sehm) could have contributed to this. But it remains true that the German buyer prefers to shop at home; in terms of the West German market particularly, and for her neighbours, Herrenmodewoche continues to be of prime importance.

Overall the British effort was very worthwhile. In spite of recession and the strong pound, exports to West Germany of British men's wear showed a 40 per cent increase in 1978 and the upswing is expected to continue. British prices remain competitive even taking into account an expected rise of 3 to 4 per cent in the next year.

Manila promotes British goods

Rustan's Commercial Corporation, one of Manila's leading department stores, held a promotion of British goods in their department store in Makati, Metro-Manila from 21 July to 12 August. This promotion billed as a 'British fortnight', although it actually ran longer, was supported by the British Overseas Trade Board in co-operation with British Airways, Cathay Pacific Airways and the British embassy in Manila.

Apart from the wide range of British goods for sale the event was used to launch the new St Michael department in the store. Rustan's also displayed replicas of the crown jewels, the Dunhill pipe collection, the Peggy Nisbet doll exhibit and a selection of Shakespearean costumes. 'Shakespeare and his times' was one of the themes for the promotion and a Shakespeare competition was held for shoppers with a first prize of a round-trip ticket to London, courtesy of British Airways and Cathay Pacific.

The owners of the store expressed their satisfaction with the success of the promotion, for which they had purchased £300,000 worth of British goods, saying that it was by far the best one of its kind the store had held.

The fortnight was officially opened with a reception, hosted by British ambassador to the Philippines William Bentley and Mr and Mrs Bienvenido R. Tantoco (chairman of the board and president of Rustan's respectively), to open the newly constructed fifth and sixth floors at the store.

Alfie Howard, the globe-trotting town crier of the London borough of Lambeth was in Manila during the days preceding the opening to advertise the fortnight, and gained very extensive pre-publicity for the affair.

Elsewhere in Manila a number of other activities took place as part of the fortnight. The British Council arranged a Shakespeare film week with the University of the Philippines Film Centre which included a series of lectures by Alexander Walker, film critic of London's *Evening Standard*; a concert by the Scottish cellist Richard Markson and the Cultural Centre of the Philippines Orchestra; and a series of showings both in Manila and the provinces, of Brian Barnes' one-man theatre.

Future fairs. The British Overseas Trade Board is sponsoring over 900 firms this month in fairs being held throughout Europe. Products on show range from garden furniture through telephone exchanges to food, furniture and fashion. Full details are on page 475. Next year, BOTB is sponsoring a pavilion at Poznan's trade fair. Details also on page 475.

Tek translates

Tek Translation and International Print Ltd, a London-based company, has secured a contract which will prove an unusual addition to Britain's quota of invisible exports, an order from the Swedish government to translate and print, in Chinese, a large catalogue for the forthcoming Swedish trade exhibition in Shanghai.

The majority of Sweden's largest electrical companies will be involved and apart from the central catalogue Tek will be responsible for translating and printing the publicity of each individual company in the official language of China.

All translations are carried out by native speakers of the target language – and Tek is involved in 57 languages – who are also thoroughly conversant with the technology of the industry for which they translate. All translations are checked by a second equally competent person. All foreign typesetting is proofread by a national of the language concerned.

Although Tek's main business is as an export service company for British firms, the company intends to build on its success as an exporter in its own right. Tek has opened an office in Houston, Texas, and contracts with General Electric, Hoechst, Kongsberg and Mercedes Benz indicate that the high quality of its work has gained substantial international recognition.

Further information: circle 105

Iranian service re-started

Seatrain Mideast has re-started its UK to Iran container service. Starting with the 900 trailer equivalent unit (teu) *Seatrain London* – sailing from Royal Portbury Dock, Bristol next Wednesday – Seatrain will again offer regular calls to Bandar Khomeini (formerly Bandar Shahpour).

The 1300 teu sisterships *Seatrain Rotterdam* and *seatrain Amsterdam* will be making subsequent calls on the re-instated schedlue, offering a sailing frequency from the UK of approximately 17 days.

The Seatrain Mideast service accepts full container load shipments for 20ft and 40ft dry frieght containers loading at Bristol. In the Red Sea/Gulf. Jeddah, Sharjah, Dammam, Kuwait and Bandar Khomeini are served in that order, with on-carriage to inland destinations in these markets.

Further information: circle 106

Revised Australian rates, and Dallas route opened

Mitchell Cotts Airfreight has introduced a simplified tariff to Australia from 1 September. Instead of the usual practice of having up to 10 different rate levels based on the weight of an individual consignment, it will be operating with only four rates. The company's new rate structure offers a flat rate for consignments up to 100 kg and 500 kg respectively. These changes, says Mitchell Cotts, will have the effect of reducing the airfreight charges for the majority of exporters. It is also offering the airline container rate for individual consignments weighing 500 kg or more.

Also from 1 September Mitchell Cotts Airfreight is operating a regular consolidation service to Dallas.

Bigger depot for Giltspur Airfreight

Giltspur Airfreight has moved to bigger, better-equipped premises at Heathrow. The new building – which includes several thousand square feet of temperature-controlled warehousing, packing and case making departments and two floors of offices – Giltspur now has all its facilities under one roof and has room to extend its range of activities and introduce new services.

Further information: circle 107

Freepost reader service
For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

The company now offers consolidation services to nearly 100 major cities throughout the world. These services allow its customers to obtain all the advantages of air transport (faster transit times, reduced packing costs, lower insurance premiums) at rates lower than those charged by the airlines.

Further information: circle 108

ASA opens Luton office

ASA International, the airfreight division of the Jardine Matheson Group, is opening a new UK office at Luton.

The new office, which comprises 1000 sq ft of warehouse and 600 sq ft of office, has been purpose built with 14 foot roller doors and full security facilities.

Further information: circle 109

Cave Wood's new service to Frankfurt

Cave Wood International Transport is to launch a new groupage service to Frankfurt in co-operation with Rhenus WRAG.A.G.

At the start there will be at least two groupage departures weekly to Frankfurt using mainly trucks from the Cave Wood fleet.

The company thinks that this new service will, in particular, benefit smaller firms sending one off items or small quantities of high cost finishing goods.

Rhenus has substantial warehouse and customs facilities in Frankfurt and operate their own fleet of distribution vehicles in the surrounding area.

Further information: circle 110

K&N trucks to Helsinki

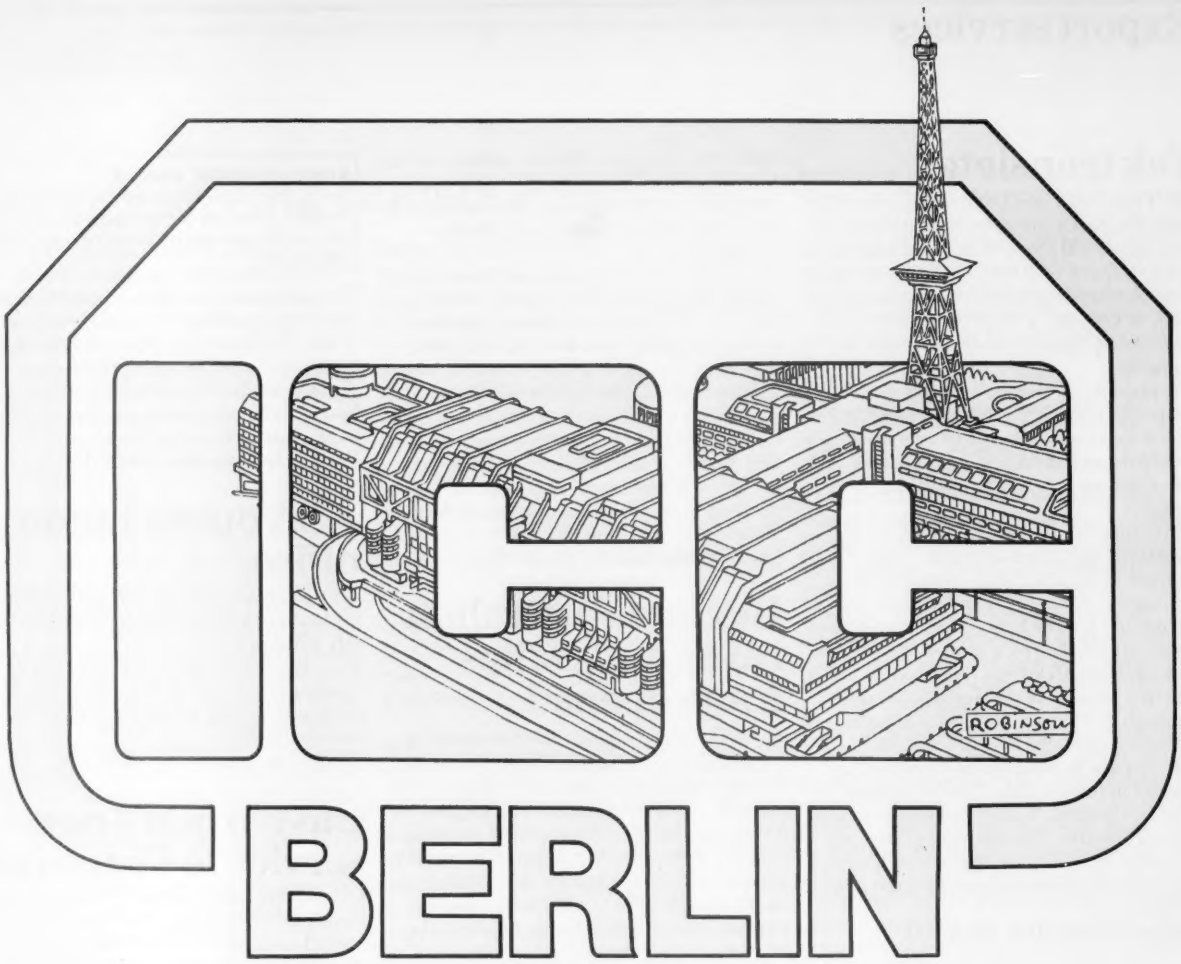
Kuehne and Nagel is adding two new routes to Helsinki – the Finnish capital – one from Glasgow and one from Birmingham. These are in addition to the company's existing services from London, Manchester and Bristol.

Transit time will be for four days from Birmingham terminal and five days from Glasgow terminal.

Further information: circle 111

News of export services

Items for inclusion in this feature should be addressed to the Editor, Trade and Industry, Eleventh Floor, Millbank Tower, Millbank, London SW1P 4QU



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Doing business in West Germany

1: Penetrating a mass market

The West German market is not only the largest in Europe and the key to the even larger European community market, it was also Britain's second most important customer after the United States in 1978 and is gaining further weight as a result of British EEC membership. In this first article in our series on doing business in West Germany, Wilf Seidler, until recently vice-consul (commercial) in Stuttgart, explains how British exporters can meet the challenge of this mass market.

Since joining the community over five years ago and especially since the complete disappearance of customs duties in July 1977, British industry is now, for the first time, in a position to compete for the German mass market on equal terms, both in the industrial and the consumer goods field. An appreciable number of British companies have made full use of this situation through their own sales subsidiaries or agency arrangements of various sorts, but the majority of British exporting companies still have problems with the requirements of the German mass market.

Successful selling

The average British company's attitude towards the German market is still characterised by classical export thinking and not by the home-market thinking required by the new situation of selling in an integrated community market.

Providing that product and price are acceptable, by far the most important factor for achieving volume sales is service in the widest sense – and by that I mean import business has to be turned into domestic business. The natural resistance of the trade customer to buying from abroad has to be overcome by making it just as easy for him to purchase from your company as from a local German company. This, however, requires constant contact with the customer, the existence of adequate stocks in the market, a field sales force, a local bank account, quick response to and handling of complaints and customer queries, order handling and invoicing from within the market, and a multitude of other features.

To succeed in the German market, long-term planning and perseverance are of great importance. The first phase of the marketing

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mit begleitender Ausstellung
Annual German Congress of the Federation for Physical Therapy

18.10.-19.10.1979
EMTEC Trade Days
Europäische Handelsmesse der Bootswirtschaft
European Marine Trade Exhibition

20.10.-28.10.1979
Deutsche Boots-Ausstellung International Hamburg
German International Boat Show Hamburg

13.11.-17.11.1979
Norddeutsche Büro-Fachausstellung Hamburg
Office Equipment Exhibition Hamburg

17.1.-19.1.1980
Kongreß Innere Medizin
Congress on Internal Medicine

9.2.-17.2.1980
Freizeit '80
Ausstellung Camping, Caravan, Wassersport und Garten
Leisure '80 · Camping, Caravaning, Watersports and Gardening Exhibition

9.2.-17.2.1980
Reisen '80
Ausstellung · Ferienziele in aller Welt
Holidays '80 · The world at your feet

18.2.-3.3.1980
Wissenschaftliches Forum KSZE
Scientific Forum of the Participating States of the Conference on Security and Cooperation in Europe

14.3.-19.3.1980
InternorGa
Internationale Fachausstellung für Gastronomie und Catering, für Bäckereien und Konditoreien
International Trade Exhibition for Hotels, Catering, Bakeries and Confectioners

24.4.-27.4.1980
Orientteppich-Fachmesse ORTEFA '80
Oriental Carpet Exchange

1.5.-3.5.1980
Kongreß und Jahreshauptversamming des Zentralverbandes der Krankengymnastik
Congress and Annual Assembly of the Physical Therapy Association

4.5.-9.5.1980
18. FISITA Kongreß
(Fédération internationale des Sociétés d'Ingénieurs des Techniques de l'Automobile)
18th FISITA Convention
(International Federation of Automobile Engineers and Technicians)

11.5.-23.5.1980
16. Kongreß des Weltlandfrauenverbandes (ACWW)
16th Congress of the Associated Country Women of the World (ACWW)

8.6.-15.6.1980
11. Internationaler Kongreß für Gastroenterologie und 4. Europäischer Kongreß für gastroenterologische Endoskopie
11th International Congress on Gastroenterology and 4th European Congress on Gastroenterological Endoscopy

16.6.-17.6. + 20.6.1980
Internationaler Kongreß der Agrar-Journalisten 1980
International Congress of Agricultural Journalists

13.7.-25.7.1980
XIV. Internationaler Kongreß für Photogrammetrie mit Ausstellung
14th International Congress on Photogrammetry with exhibition

16.7.-24.7.1980
Fachausstellung aus Anlaß des XIV. Kongresses der Internationalen Gesellschaft für Photogrammetrie
Trade Exhibition on the occasion of the XIVth Congress of the International Society for Photogrammetry

4.8.-8.8.1980
Internationaler Kongreß der Taubstummenlehrer
International Congress on Education of the Deaf

8.8.-17.8.1980
Du und Deine Welt
Ausstellung für die moderne Familie
Modern Family Exhibition

18.8.-22.8.1980
15. Internationaler Kongreß der Internationalen Gesellschaft für Innere Medizin
15th International Congress on Internal Medicine

25.8.-7.9.1980
68. Weltzahnärztekongreß mit Ausstellung
68th World Annual Dental Congress with exhibition

3.9.-6.9.1980
Internationale Dental-Schau aus Anlaß des 68. Weltzahnärztekongresses
International Dental Equipment Exhibition in Conjunction with the 68th World Annual Dental Congress

7.9.-10.9.1980
Internationaler Schreinerkongreß
International Carpenters' Congress

8.9.-12.9.1980
6. Europäische Konferenz der World's Poultry Science Association
6th European Conference of the World's Poultry Science Association

14.9.-19.9.1980
Fachausstellung aus Anlaß des 7. Weltkongresses für Anaesthesiologie
Trade Exhibition on the occasion of the 7th World Congress of Anaesthesiologists

14.9.-21.9.1980
7. Weltkongreß für Anaesthesiologie mit Ausstellung
7th World Congress of Anaesthesiologists with exhibition

23.9.-27.9.1980
Ausstellung und Kongreß Schiff, Maschine, Meerestechnik International
International Exhibition and Congress Ship, Machinery, Marine Technology

23.9.-27.9.1980
Internationale Ausstellung und Kongreß Mineralöl und Gewässerschutz
International Oil-Pollution Prevention Exhibition and Conference

24.9.-25.9.1980
INTERMARITEC '80 · Internationaler Kongreß für Meeresforschung und Meerestechnik mit Ausstellung
International conference on marine sciences and ocean engineering with exhibition
IOPPEC · International Oil Pollution Prevention Exhibition and Conference

18.11.-20.11.1980
3. Internationales Sonnenforum mit Fachausstellung
3rd International Solar Energy Forum with exhibition

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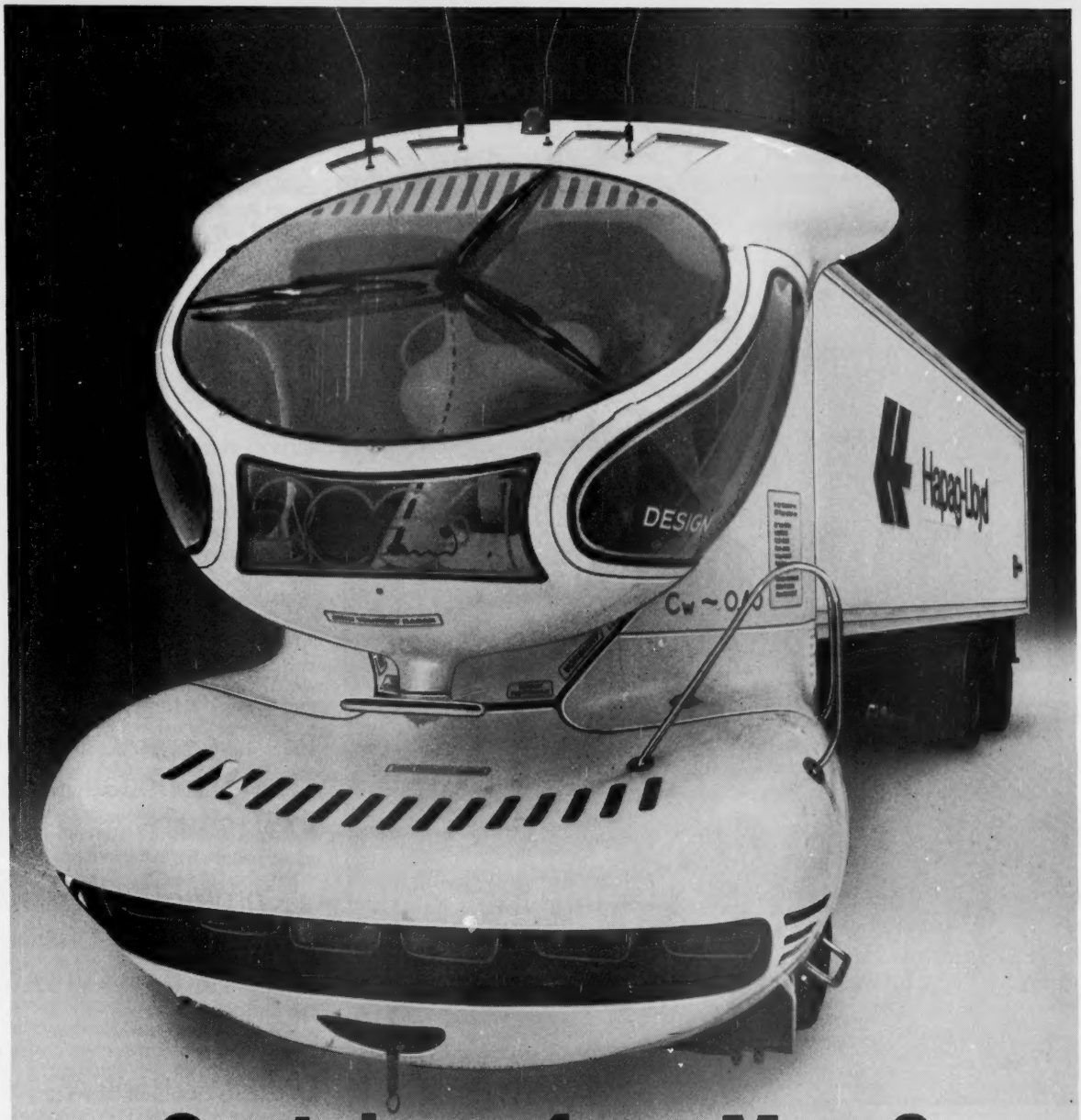

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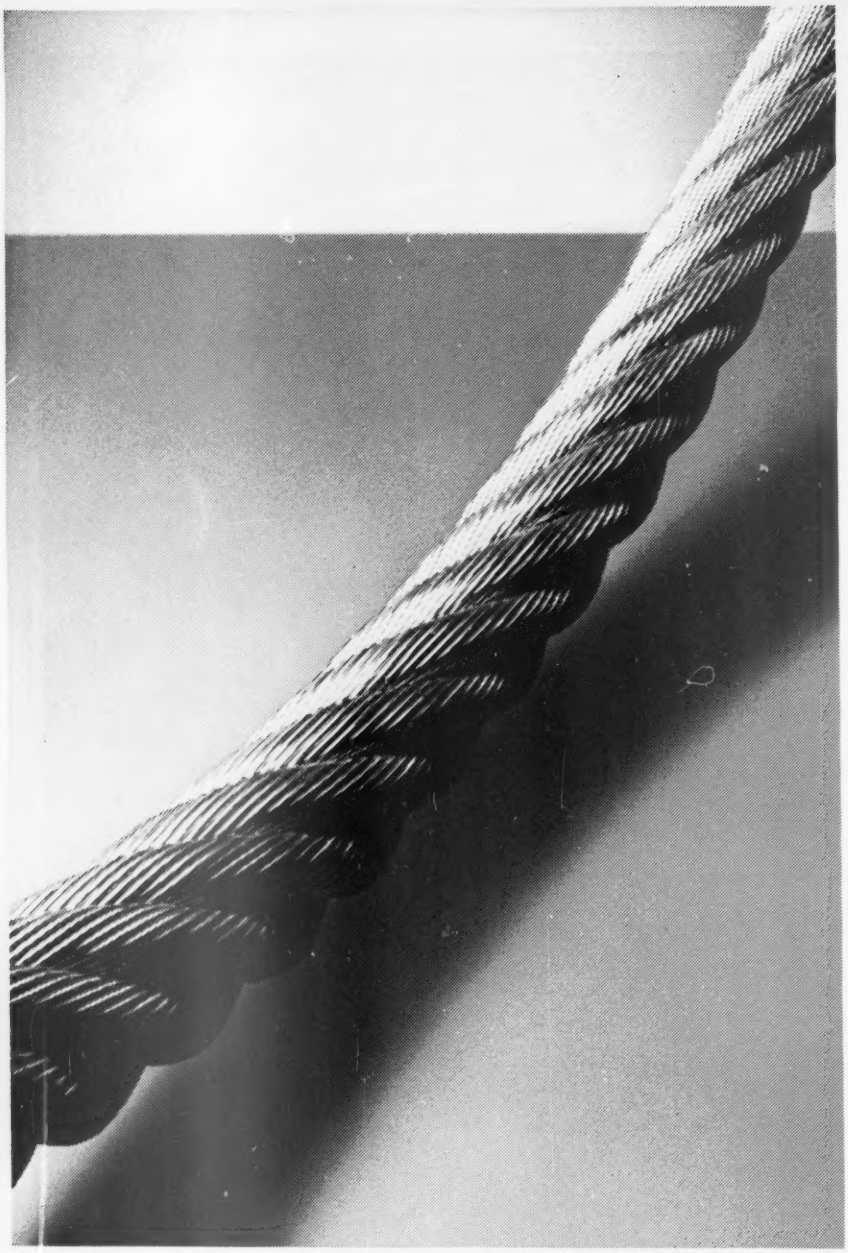

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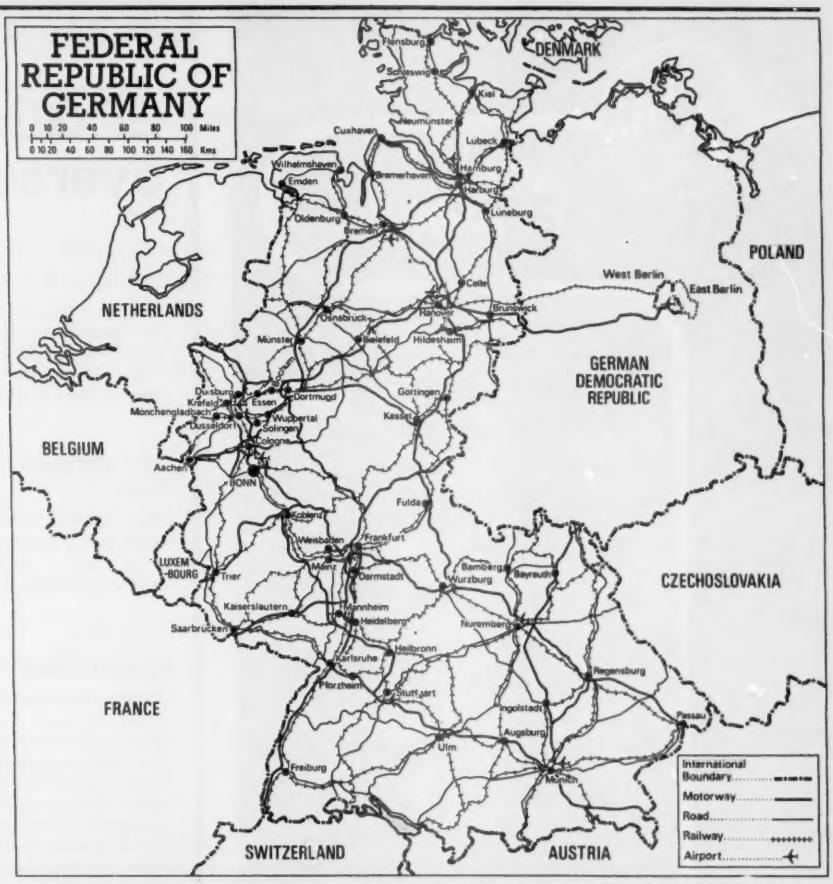
Doing business in West Germany

operation is spent normally on image and confidence building and covers all forms of contact with the customer. First-class sales literature in German, manuals and well-presented samples are of similar relevance as frequent personal calls and quick response to customer queries. Other forms of advertising – exhibitions, media advertising and mail shots, for example – have to be carefully considered and might be useful supporting measures, depending on the nature of the product. During this phase, which can last a year or more, turnover expectations should be realistic and moderate, since initial orders tend to be small and often experimental.

The product has to meet the demands of the market, both technically and presentationally. The product range must be regularly updated and move in line with market trends. A creative innovation policy and permanent market monitoring is, therefore, indispensable. In short, the product image has to be as good as the sales image.

The correct pricing of goods for the German market can hardly be over-emphasised. The end price of a product should normally be determined by examining the current market price and then offering the trade customer an incentive of at least 5 per cent below the main competition (or an equivalent quality advantage). This means calculating one's prices from the end price downwards rather than from the ex-works price upwards as is customary with the majority of British exports to Germany. Frequently this will require adopting different price structures for different export markets.



Forms of selling

The typical market entry effort of many UK exporters to Germany consists either of direct selling attempts or the search for an importer or commission agent. As far as the direct selling method from the UK is concerned, it is suitable only for singular specialities. For with mass produced goods it normally creates problems. The exporter almost invariably ends up with one of the big departmental stores, mail-order houses or assemblers. The result is that their business is highly vulnerable, being solely dependent on price and enjoying no market penetration and stability whatsoever. At the same time the large combines, realising that the exporter has no alternative, can squeeze him and force him to sell at rock bottom prices.

Real market penetration in Germany is only achieved by conquering the 'Fachhandel' (specialist retail trade) or the manufacturing industry on a broad front, which requires a despatch and order-handling base within Germany. The ordinary trade buyer is simply not prepared to import his requirements of day-to-day supplies himself. He expects to be able to get hold of the seller quickly and in his own language and to be able to call up the goods he is buying at short notice and with as little risk of delay as possible. In the present phase of slow growth and highly intensified international competition, the trade or indus-

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ECGD cover for overseas fairs

As a supplement to the ordinary insurance policy exporters have with Export Credits Guarantee Department (ECGD), cover is available for goods exhibited at fairs overseas against the rather special risks involved.

The standard cover includes sales at overseas fairs

Sales made at overseas fairs are covered under the standard ECGD policy against eventualities of loss, such as the insolvency of the buyer or his default, or exchange difficulties preventing transfer of payment from the buyer's country.

Special cover

Under a special policy supplementary to an exporter's main policy, ECGD can cover also the risks of loss arising while the goods are being exhibited or are on their way to be exhibited.
The risks covered are loss caused by destruction or damage resulting from war (including 'civil war, hostilities, rebellion and insurrection') occurring in the country where the goods are being exhibited or in a country through which the goods are travelling on their way to be exhibited,
or war between any of the countries involved,
or the requisition or confiscation of the goods in these countries,
or any measure or decision in the country where the goods are exhibited which prevents their re-export to the UK.
For more information about this special cover, get in touch with the nearest regional office of ECGD.

Offices

ECGD's head office is at Aldermanbury House, Aldermanbury, London EC2. There are regional offices in:

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North London 01-808 4570
South London 01-686 9921
Belfast Belfast 31743
Birmingham 021-233 1771
Bristol Bristol 299971
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Doing business in West Germany

trial buyer is more reluctant than ever to accept any unnecessary complication or inconvenience connected with a purchase.

Creating a market base

Effective market penetration in Germany presupposes adequate logistics. These should normally include stocks in the market, quick order-handling and despatch facilities, invoicing and payment-collection from within Germany, plus a centrally directed sales force consisting of regional commission agents or distributors. Nationwide co-ordination of advertising and trade fair participation is also essential.

There are several methods which would enable a British company to achieve this aim: through their own sales subsidiary, for example; by close co-operation with a forwarding and/or warehousing organisation; or via joint ventures with other UK companies. The essential condition, however, is the creation of a marketing base as described above and its vigorous support by the parent company in the UK.

Financing market entry

The cost of financing the basic set-up seems more formidable at first than it actually is. Providing the right partner has been found, the main capital outlay in the initial phase is the establishment of a consignment stock in the market and certain expenditures for stationery, literature, and a German bank account.

Frequent visits to the market, especially during the build-up phase are indispensable, however, and can be costly. On the other hand, some of these costs would arise anyway, even if the sales effort was mounted from the UK direct, and others are partly offset by savings in export organisation, staff and packaging costs at the factory, since goods are sent out in bulk and broken down into individual consignments abroad.

Market entry guarantee scheme

Another way of mounting the required operation in Germany at a cost which even the smaller company can afford is offered through the BOTB-sponsored market entry guarantee scheme. Introduced for a two-year trail period on 26 January 1978, the scheme is designed to help smaller and medium-sized firms in manufacturing industry to deal with the financial risks and problems associated with a venture to develop a new export market. In approved cases, the scheme will contribute 50 per cent of the eligible costs of the market venture in return for a levy on sales receipts which is intended to recover the contributions with a commercial rate of return on the scheme's investment. If, by the end of the agreed venture period, sales have not materialised as expected, then no further levy payments are required and the firm and the scheme will share the loss.

Eligible costs include such expenditure as overseas office and warehouse accommodation, staff costs, training of overseas agents, travel and subsistence expenses, sales promotion, stockholding and commercial and legal costs.

During the first year of the scheme's existence, about one quarter of all applications for assistance were for the Federal Republic of Germany. This illustrates quite clearly the relevance of the scheme's provisions for an up-to-date marketing approach to a sophisticated mass market like Germany. It is only to be hoped that a growing number of British companies will make use of the facilities offered and gain a foothold in this market which can be made to last and produce the growth which all companies need to ensure their competitiveness in the future.

More information

The first point of contact for exporters or intending exporters to West Germany is the General Export Services Branch of the British Overseas Trade Board's Export Services and Promotions Division at Export House, 50 Ludgate Hill, London EC4M 7HU; or the export sections of the Department of Industry regional offices, the Scottish Economic Planning Department, the Industry Department of the Welsh Office, or the Department of Commerce in Northern Ireland, all of which act as BOTB regional offices.

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Afghanistan

Visas. The Afghanistan Ministry of Foreign Affairs has advised all embassies in Kabul that official visitors must in future obtain visas from Afghan missions abroad in advance of departure. The implication is that visas will no longer be available at Kabul Airport for visitors on official government business.
British exporters should apply to The Embassy of the Democratic Republic of Afghanistan, 31 Princes Gate, London SW7, tel. 01-589 8891.
Inquiries: CRE 01-215 3454.

Australia

Measuring devices. A notice in *Trade and Industry*, 27 February, reported that the importation of certain measuring devices was prohibited.
One of the items excluded from the prohibition was tapes of 50 ft or longer marked in feet and decimals of a foot, for the mining industry, *not* marked in inches.
This exclusion has been amended to apply not only to tapes for the mining industry but also to all tapes for surveying having a scale graduated in feet and decimals of a foot and with or without graduations in metric units of length.
Inquiries: CRE 01-215 5319.
Ref: CRE 29345/2.

Canary Islands

Movement certificates. The Canary Islands authorities have announced that as from 3 September that all UK exports to the islands must be accompanied by an EUR 1 or EUR 2 movement certificate in place of the former certificate of origin.
No further information is available.
Inquiries: OTAR 01-248 5757 ext. 461.

Denmark

Petrol tax. Law 290 of 29 June increased the tax on petrol from 132 ore to 182 ore per litre. Also law 289 of 29 June increased the tax on gas and diesel oils to 30 ore per litre and on fuel oil to 34 ore per kg.
All increases took effect from 1 July.
Copies of the relevant laws can be obtained from OTAR 01-248 5757 ext. 408/423/439.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel. direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice of its initials.

Israel

Tariff amendments. The Israeli authorities have announced amendments to the following tariff headings:

Tariff heading/Description of goods
39.07, 70.19, 71.16, 95.05
Only artificial jewellery is affected within these headings
40.14.8200
New heading: rubber rings for the production of underwear
44.03, 44.05
Wood
15.03, 17.04
Edible fats; chewing gum
17.02, 17.03
Other sugars – duty changes only
39.01.1092
Revoked – polypropylene glycol
59.03
New heading: medical masks
68.13.1000
Asbestos thread and asbestos fabrics
73.40, 76.16
Parts of containers
90.14.2100
Title change
98.01
Para 1000 revoked; para 2000 changed

UK exporters may obtain new extracts of these tariff headings from OTAR 01-248 5757 ext. 460.

Italy

EEC prepackages. Ministerial decree of 27 February 1979 (*Gazzetta Ufficiale* 75, 16 March 1979) implements EEC directive 78/891 and deals with regulations for certain types of EEC prepackages. It refers to law 690 of 25 October 1978 which implements EEC directive 76/211. The annexes of law 690 are modified by the present decree.
An EEC prepackage is one which complies with the EEC directives on prepackages and bears a small letter 'e' to denote the fact.
Copies of the Italian text are available from OTAR 01-248 5757 ext. 466/467/288.

Egg albumen. Ministerial decree of 13 December 1978 (*Gazzetta Ufficiale* 351, 18 December 1978) authorises the use of aluminium sulphate and aluminium ammonium sulphate in the pasteurisation treatment of egg albumen. The permitted quantity is 300 g per 1000 litres of egg albumen.
Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Microbial limits in foodstuffs. Ministerial ordinance of 13 December 1978 (*Gazzetta Ufficiale* 351, 18 December 1978) explains what is meant by certain descriptions of ice-creams, and ice-cream preparations, in table A of ministerial ordinance of 11 October 1978. The latter concerns microbial limits in milk, egg products and ice-cream.
Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Cocoa and chocolate. Ministerial decree of 6 January 1979 (supplement to *Gazzetta Ufficiale* 67, 8 March 1979) provides rules for sampling and official methods of analysis in connection with the production and sale of cocoa and chocolate products for human consumption.
Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Chemical additives in foodstuffs. Ministerial decree of 16 January 1979 (*Gazzetta Ufficiale* 21, 22 January 1979) amends the ministerial decree of 31 March 1965, concerning additives permitted in the preparation and preservation of foodstuffs, and implements the fourteenth amendment of EEC directive 64/54/EEC.
Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Packaging decree amendments. Ministerial decree of 18 June 1979 amends ministerial decree of 21 March 1973, relating to regulations for packages, containers and utensils intended to come into contact with foodstuffs or with substances for personal use.
Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Jordan

Standards. The British embassy in Amman has recently reported that the Specifications and Standards Directorate of the Ministry of Industry and Trade has issued the following 27 standards:

Foodstuffs

Standard no.	Title
19	Bread
20	General requirements for fresh fruit and vegetables
24	Fresh tomatoes
26	Grapes
95	Edible sesame seed oil
116	Butter

Copies of these six standards are available in Arabic only from OTAR.

Non-foodstuffs

Standard no.	Title
11	Domestic water heaters
16	Standard methods for physical tests of water paints
22	Glazed ceramic tiles
23	Sanitary ware made from glazed cast iron
27	Vitreous glazed china sanitary ware
29	Safety matches
30	Ordinary portland cement
34	Building bricks mechanically made of fire clays
38	Lead acid starter batteries
48	Steel bars for concrete reinforcement
72	Methods of physical testing of leather
78	Standard methods of sampling of wool products
80	Standard methods for determination of width weight threads per cm and tensile strength in wool fabrics
83	Standard methods for determination of correct invoice weight, ash content and foreign matters in wool products
99	Aviation turbine fuel (kerosene type) jet A 1
100	Determination of pour point of petroleum products
106	Chemical and biological tests for leather
109	Dimensions of hot rolled steel bars, round bars metric series
110	Dimensions of hot rolled steel bars, square bars, metric series

Copies of these standards are being obtained by Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ, tel. 0442 3111, telex 82424
Inquiries: OTAR 01-248 5757 ext. 7062/475.

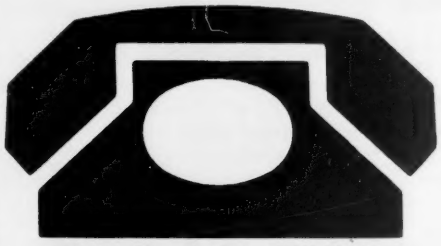
Foodstuffs. The British embassy in Amman has reported that the Jordanian Standards and Specifications Department has announced

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hiil, London EC4M 7HU (tel. 01-248 5757) can give you directly, or through your regional office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; regulations on foodstuffs, drugs and pharmaceuticals, agency legislation; setting up of a subsidiary company; and the import of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestocks meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information on specific countries, phone the number and extension given below



01-248 5757

extension

Sub-section A

1 Co-ordination of EEC regulations, requirements and common customs tariff (CCT), Denmark, France incl. overseas territories, Greece, Turkey, Cyprus

408 Denmark (incl. Faroe Islands and Greenland). EEC legislation on tariff and non-tariff barriers relative to community trade

423 France and French overseas departments, French overseas territories, Comoros

439 Greece (incl. Dodecanese Islands), Turkey, Cyprus

2 Benelux, Dutch overseas territories, Irish Republic, Italy, Federal Republic of Germany

288 Belgium, Luxembourg, Netherlands, Netherlands Antilles, Aruba, Bonaire, Curacao, St Eustatius, St Martin (Dutch), Saba, Suriname

466 Italy, Irish Republic

467 Federal Republic of Germany

Sub-section B

Efta countries, Spain, Gibraltar, Malta, Israel, Macao

458 Israel, Norway, Gibraltar, Malta

459 Austria, Sweden, Switzerland

460 Portugal, Finland, Iceland, Macao

461 Spain, Canary Islands, Andorra

Sub-section C

1 North America, Bahamas, Bermuda, West Indies

455 Canada

456 USA (incl. Alaska, Caroline Islands, Guam, Hawaii, Mariana Islands, Marshall Islands, Panama Canal Zone, Puerto Rico, Samoa (US), Virgin Islands (US), Wake Island)

7312 Anguilla, Antigua, Bahamas, Barbados, Belize, Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts/Nevis, St Lucia, St Vincent, Trinidad and Tobago, Turks and Caicos Islands

2 South and central America

474 Argentina, British Antarctic Territories and Antarctica, Cuba, Dominican Republic, Falkland Islands, Haiti, Paraguay, Uruguay, Bolivia, Chile, Colombia, Ecuador, Peru, Venezuela

476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama

Sub-section D

Africa

462 Algeria, Ceuta and Melilla, Egypt, Equatorial Guinea, Libya, Morocco, Sudan, Tunisia, Western Sahara

471 Angola, Cape Verde, Guinea-Bissau, Jibuti (Djibouti), Malawi, Mauritius, Mozambique, Rwanda, St Helena and Tristan da Cunha and Ascension Islands, Sao Tome/Principe, Seychelles, Somalia, South Africa (with Botswana, Lesotho, SW Africa/Namibia and Swaziland), Zambia, British Indian Ocean Territory

472 Benin, Burundi, Cameroon, Central African Empire, Chad, Congo (Brazzaville), Ethiopia, Gabon, Ghana, Guinea, Ivory Coast, Kenya, Madagascar, Mali, Mauritania, Niger, Senegal, Tanzania, Togo, Uganda, Upper Volta, Zaire

473 The Gambia, Liberia, Nigeria, Rhodesia, Sierra Leone

Sub-section E

Australasia and south-east Asia, eastern bloc, China, Mongolia, Yugoslavia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Islands, Cook Islands, Niue Islands, Tokelau Islands, Philippines

468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Island (Indian Ocean), Nauru, New Hebrides, Papua New Guinea, Albania, Bulgaria, Czechoslovakia, German Democratic Republic, Hungary, Poland, Romania, USSR, China, Mongolia, Yugoslavia

469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Island, Phoenix and Northern Line Islands), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section F

Middle East (part) and Asia (part)

420 Afghanistan, Burma, India, Pakistan, Japan, Korea Democratic Peoples Republic, Korea Republic of, Taiwan, Yemen Arab Republic, Yemen Peoples Democratic Republic

475 Iraq, Kampuchea (formerly Cambodia), Kuwait, Laos, Lebanon, Vietnam Socialist Republic of, Bahrain, Iran, Oman, Qatar, Syria, United Arab Emirates

7062 Bangladesh, Jordan, Maldives, Nepal, Saudi Arabia, Sri Lanka

new rules for the importation of foodstuffs which came into effect on 1 August 1979. Most of these rules are for the importer.

One of the new requirements is that the importer shall submit a duly legalised laboratory certificate by the manufacturing company or by a specialised and approved laboratory in the country of origin showing:

a Batch number included in the consignment
b Interpretation of the 'code' giving clearly the month and year of manufacture and date of expiry in respect of canned food, or a certificate of the dates of manufacture and expiry in the case of other prepacked foods
c Complete laboratory analysis of the imported article of food showing the contents of such article and the percentages of such contents.

Inquiries: OTAR 01-248 5757 ext. 7062/420.

Republic of (South) Korea

Samples. On 1 April the Republic of Korea joined the automatic temporary approval (ATA) carnet system. Under this system commercial samples, equipment and facilities for fairs and exhibitions may be temporarily imported for up to six months free of import duty.

Copies of the revised note on samples are available from OTAR 01-248 5757 ext. 420/475.

Nigeria

Exchange control. The Central Bank of Nigeria has advised all 'authorised dealers (ie commercial banks)' that applications for foreign exchange transfer approval for goods which entered the country on or before 31 December 1978 will no longer be accepted unless they are registered with the comprehensive import supervision scheme office of the Central Bank in order to obtain exemption from pre-shipment inspection. To register such transactions the following documentation is required:

1 Importer's tax clearance certificates for the past three years
2 Any recent demand note from the exporter
3 Applicant's/authorised dealer's explanatory letter for the delay in submitting the application
4 Four photo-copies of the proforma invoice
5 Photocopy of the airwaybill/bill of lading
6 Photocopy of the bill of entry

Authorised dealers have also been advised not to open letters of credit for goods intended for import by air charter services.

Any exporters affected by these regulations are advised to consult their banks.

Inquiries: CRE 01-215 3064.

Oman

Asbestos cement pipes. The British embassy has reported that a customs duty of 20 per cent has been imposed on the importation of asbestos cement pipes in accordance with the ministerial decision 26/79 of 12 July 1979.

Inquiries: OTAR 01-248 5757, ext. 420/475.

Portugal

Equipment for public works. Decree law 267/79 of 2 August, published in the *Diario da Republica*, series 1, no. 177, introduces regulations for the temporary importation of equipment required for public work projects, subject to an international call for tender, the object being to create more competitive conditions for Portuguese contractors bidding independently or in co-operation with overseas firms.

Inquiries: OTAR 01-248 5757 ext. 458.

South Africa

Tariff application. Customs tariff application list TA 28/79, published in the South African *Government Gazette*, 24 August, contains an application to the Board of Trade and Industries for increase in duty on:

A Monofilament yarn of polyamide material and multifilament yarn of polyamide fibres, stretch or bulked, classifiable under tariff subheadings 51.01.05 and 51.01.10.
B Monofilament yarn of polyamide material and multifilament yarn of polyamide fibres (excluding prepared sewing yarn and core yarn), not stretch or bulked, with a tenacity of less than 5.3 CN/DTEX, classifiable under tariff subheadings 51.01.05 and 51.01.13.
C Monofilament yarn of polyamide material and multifilament yarn of polyamide fibres (excluding prepared sewing yarn and core yarn), not stretch or bulked, with a tenacity of 5.3 CN/DTEX or more, classifiable under tariff subheadings 51.01.05 and 51.01.13.
D Monofilament yarn of polyester material and multifilament yarn of polyester fibres, stretch or bulked, classifiable under tariff subheadings 51.01.19 and 51.01.25.
E Monofilament yarn of polyester material and multifilament yarn of polyester fibres (excluding prepared sewing yarn and core yarn), not stretch or bulked, with a tenacity of less than 5.3 CN/DTEX, classifiable under tariff subheadings 51.01.19 and 51.01.31.
F Monofilament yarn of polyester material and multifilament yarn of polyester fibres (excluding prepared sewing yarn and core yarn), not stretch or bulked, with a tenacity of 5.3 CN/DTEX or more, classifiable under tariff subheadings 51.01.19 and 51.01.31.
G Core yarn of man-made fibres (excluding prepared sewing yarn), not stretch or bulked.

This application supersedes the applications published in lists 14/78 and 18/78, in *Government Gazettes* 6028 and 6078 of 26 May and 23 June 1978, respectively.

Customs tariff application list TA 27/7, published in the South African *Government Gazette*, 17 August, contains an application to the Board of Trade and Industries for increase in duty on:

Hat-forms, hat bodies and hoods, of furfelt, suitable for men's hats, classifiable under tariff subheading 65.01.10.10.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE 01-215 5274.

Spain

Coffee. The Spanish *State Gazette*, 20 July, published royal decree 1764 of 1979 which had the effect of amending the rates of import duty payable on coffee, classified under CCCN 09.01, and coffee essences classified under 21.02 A.

These changes in duty amend the basic rates and the current temporary duty reductions and the EEC preferences, where applicable, must be calculated on these new rates.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461.

Sri Lanka

Import duty changes. The Sri Lankan government has announced the following import duty changes. The changes which are all increases became effective from midnight on 3 July and 11 July. (Previous rates are in parentheses.)

Per cent

CCCN/Description	Import duty
ex 51.04, ex 55.09, ex 56.07	
Except tyre cord, and netting used in the tea industry which are unchanged	35 (25)
58.04	
All items	35 (25)
60.01	
All items (effective 11 July)	35 (25)
ex 60.06 A	
Fabrics	35 (25)

Inquiries: OTAR 01-248 5757 ext. 7062/420.

Thailand

Special import fee. The Thai Board of Investment has issued the following notices whereby special fees are placed on the import of certain goods:

Notice 22/2522. A special fee of 25 per cent of the cif price on the import of telephone receivers coming under CCCN 85.13, but not including component parts and accessories imported for use in the local telephone receiver assembling industry. The term 'telephone receiver' shall include the telephone receiver, base, housing and necessary component parts from any two or more of the following:

1 Bell or buzzer
2 Switching device
3 Dial.

Notice 23/2522. A special fee of 30 per cent of the cif price on the import of adhesive plasters of the type not impregnated or coated with pharmaceutical substances, coming under CCCN 30.04 A. A special fee of 20 per cent of the cif price on the import of adhesive plasters of the type impregnated or coated with pharmaceutical substances, coming under CCCN 30.04 B.

Notice 24/2522. A special fee of 30 per cent of the cif price on the import of potassium chlorate coming under CCCN 28.32.

In all the above notices the Board of Investments shall decide which imports pay the special fee and inform the Customs Department accordingly.

All of the above notices came into effect on 4 July and shall remain in force until 3 July 1980.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Cosmetics. The Thai Ministry of Public Health has issued notices 9 and 10 dealing with ingredients that are prohibited or controlled when used in the manufacture of cosmetics. A copy of these notices can be obtained from OTAR 01-248 5757 ext. 468/469/401.

'The economy; selected indicators' appears on page 510.

Survey of company liquidity: second quarter 1979

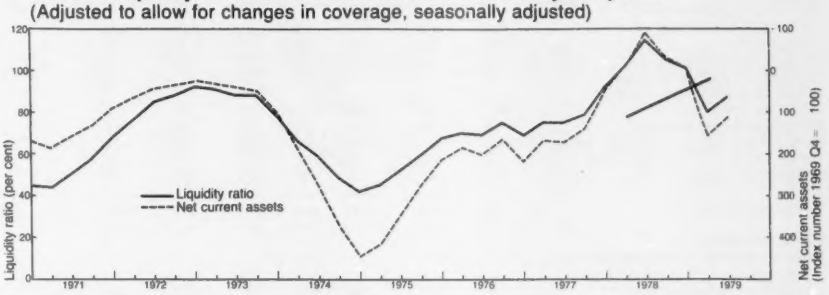
The liquidity of the companies replying to the Department of Industry's survey of company liquidity recovered slightly in the second quarter of 1979 after the sharp drop in the first quarter but was still well below the levels of 1978. Manufacturing and non-manufacturing companies showed a similar improvement.

Tables 1 and 2 show that, seasonally adjusted, the companies' total current assets rose by about £600 million and their total current liabilities by about £220 million giving a rise in net current assets of about £380 million and in the liquidity ratio (total current assets as a percentage of total current liabilities) from 99 at the end of the first quarter to 108 at the end of the second quarter. Before seasonal adjustment the rise in total current assets was about £450 million and in total current liabilities £310 million giving an increase in net current assets of about £140 million and in the liquidity ratio from 104 to 107.

Chart 1 shows the seasonally adjusted levels of net current assets and the liquidity ratio after other adjustments to allow for changes in the survey's coverage at the end of each year, making the results comparable over the whole period of the survey. This indicates that liquidity is still better than at any time from early 1974 to late 1977.

It must be kept in mind that the net current assets and the liquidity ratio do not summarise the whole financial position of the companies, only the position on the selected current assets and liabilities covered by the survey, which vary in importance between different companies. Also the survey covers only about 225 large companies which, because of their size, industrial make-up and other factors, may not be representative of industrial and commercial companies as a whole.

Chart 1 **Liquidity ratio and net current assets: all survey companies**
(Adjusted to allow for changes in coverage, seasonally adjusted)



Manufacturing and non-manufacturing companies

Table 3 shows that both manufacturing and non-manufacturing companies had a rise in total current assets and total current liabilities in the second quarter with an increase in net current assets, more marked on a seasonally adjusted than on an unadjusted basis. Seasonally adjusted, companies mainly engaged in manufacturing showed an increase of about £300 million in total current assets and £120 million in total current liabilities giving an increase of about £180 million in net current assets and a rise in the liquidity ratio from 89 at the end of the first quarter to 95 at the end of the second. The mainly non-manufacturing companies' total current assets rose by about £300 million and their total current liabilities by £100 million giving a rise in net current assets of £200 million and in the liquidity ratio from 120 to 130. On an unadjusted basis the rise in manufacturing companies' liquidity ratio was only from 92 to 95 and for non-manufacturing companies from 128 to 130.

Charts 2 and 3 give seasonally adjusted figures for total current assets and total current liabilities which have been adjusted to make

Table 1 **Holdings of current assets and liabilities by survey companies[1]: amounts outstanding at end of period** £ million

	1977			1978				1979		
	2nd qtr	3rd qtr	4th qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	4th qtr	1st qtr	2nd qtr
Number of companies[2]	210	210	210	226	226	226	226	226	223	223	223
NOT SEASONALLY ADJUSTED											
Current assets											
Deposits with banks in the UK:											
Clearing banks	846	921	1 064	1 096	1 196	1 404	1 251	1 311	1 281	1 187	1 237
Other banks	1 326	1 312	1 526	1 738	2 001	2 320	1 968	1 889	1 917	1 343	1 672
Deposits with finance houses[3]	157	154	171	190	192	219	217	156	157	120	137
Deposits with building societies	3	3	6	7	10	6	5	5	5	6	6
Negotiable certificates of deposit (sterling and dollar)	155	169	74	66	210	153	129	80	86	114	138
British government securities	336	353	377	435	417	437	445	449	449	523	586
Local authority bills and temporary money	191	178	171	166	162	123	136	125	128	186	186
Local authority mortgages and loans	80	91	73	106	93	77	72	65	65	62	52
Other current assets[4]	82	287	365	426	289	239	557	560	565	925	904
Total current assets[5]	3 176	3 469	3 827	4 230	4 570	[illegible]	4 780	4 639	4 654	4 466	4 918
Current liabilities											
Advances and loans from banks and other financial institutions in the UK:											
Clearing banks[6]	1 814	1 674	1 682	1 832	1 683	1 886	1 80[illegible]	1 901	1 869	2 166	2 357
Other banks[6]	1 541	1 689	1 586	1 780	1 706	1 619	1 [illegible]04	1 737	1 731	2 008	2 128
Other financial institutions[7]	64	74	52	59	93	111	[illegible]18	108	108	111	109
Total current liabilities[5]	3 419	3 437	3 320	3 671	3 481	3 616	3 685	3 746	3 708	4 285	4 593
Net current assets	−243	32	507	559	1 089	1 361	1 095	893	946	181	325
Liquidity ratio (per cent)[8]	93	101	115	115	131	138	130	124	126	104	107
SEASONALLY ADJUSTED											
Total current assets	3 209	3 419	3 806	4 208	4 486	5 040	4 715	4 618	4 631	4 369	4 970
Total current liabilities	3 432	3 464	3 337	3 691	3 563	3 640	3 718	3 766	3 727	4 393	4 612
Net current assets	−223	−45	469	517	923	1 400	997	852	904	−24	358
Liquidity ratio (per cent)[8]	94	99	114	114	126	138	127	123	124	99	108

Notes

[1] Companies in the Department of Industry's survey of company liquidity. [2] Estimates are included until the end of the year for companies that ceased to reply during the year; those companies are then removed from the survey. Some companies were brought into the survey at the end of 1977. Two sets of figures are given for the fourth quarters to show the effects of these and other changes in coverage at year-ends. [3] From the beginning of 1978, including only deposits with an initial term of not more than 12 months. [4] Other current assets comprise holdings of notes and coin, Treasury bills and tax instruments. [5] Components are rounded independently of the totals. [6] From the beginning of 1975, including only advances and loans with an initial term of not more than 12 months. [7] Including only advances and loans with an initial term of not more than 12 months. [8] Total current assets as a percentage of total current liabilities.

Table 2 **Changes in holdings of current assets and liabilities of survey companies** [1]

£ million

	1972	1973	1974	1975	1976	1977	1978	1977 3rd qtr	1977 4th qtr	1978 1st qtr	1978 2nd qtr	1978 3rd qtr	1978 4th qtr	1979 1st qtr	1979 2nd qtr
NOT SEASONALLY ADJUSTED															
Current assets:															
Deposits with banks in the UK:															
Deposit banks/clearing banks [9]	117	173	73	133	215	177	215	75	143	100	208	−153	60	−94	50
Other banks [9]	240	258	21	302		277	151	−14	214	263	319	−352	−79	−574	329
Deposits with finance houses [3]	−21	−17	−101	33	25	50	−34	−3	17	2	27	−2	−61	−37	17
Deposits with building societies	−2	3	−1	−1	—	3	−2	—	3	3	−4	−1	—	1	—
Negotiable certificates of deposit (sterling and dollar)	231	−47	−144	−12	30	−45	14	14	−95	144	−57	−24	−49	28	24
British government securities	16	39	−39	92	123	88	14	17	24	−18	20	8	4	74	63
Local authority bills and temporary money	55	121	−120	22	43	−63	−41	−13	−7	−4	−39	13	−11	58	—
Local authority mortgages and loans	14	−10	15	−1	11	8	−41	11	−18	−13	−16	−5	−7	−3	−10
Other current assets [4]	−4	−23	7	92	−69	313	134	205	78	−137	−50	318	3	360	−21
Total current assets [5]	645	495	−291	663	379	808	409	293	358	340	407	−197	−141	−188	452
Current liabilities:															
Advances and loans from banks and other financial institutions in the UK:															
Deposit banks/clearing banks [6] [9]	162	611	765	−558	405	−270	69	−140	8	−149	203	−83	98	297	191
Other banks [6] [9]	20	306	913	−100		122	−43	148	−103	−74	−87	145	−27	277	120
Other financial institutions [7]	27	9	30	9	−49	3	49	10	−22	34	18	7	−10	3	−2
Total current liabilities [8]	209	924	1 708	−649	356	−145	75	18	−117	−190	135	69	61	577	308
Net current assets	436	−429	−1 999	1 312	23	953	334	275	475	530	272	−266	−202	−765	144
SEASONALLY ADJUSTED															
Total current assets								210	387	278	554	−325	−97	−262	601
Total current liabilities								32	−127	−128	77	78	48	666	219
Net current assets								178	514	406	477	−403	−145	−928	382

Notes: 1 and 3-7: see table 1. [9] To the end of 1975, the figures relate to the former groupings of deposit banks and other banks; from the beginning of 1976, five banks that were deposit banks have been re-grouped as other banks and the remainder renamed clearing banks. Combined figures are given for 1976 to avoid any possibility of disclosing figures relating to individual companies.

results comparable over the whole period of the survey. Chart 2 shows that total current assets of manufacturing companies are now above their previous peak in mid-1978. Chart 3 shows that total current liabilities of both manufacturing and non-manufacturing companies are at peak levels in money terms.

Changes in composition of holdings

Table 2 (not seasonally adjusted) shows that the main increase in the current assets in the second quarter was in deposits with banks other than clearing banks which rose by about £330 million following the fall of about £570 million in the first quarter. Other changes in holdings were relatively small, the largest being an increase of £60 million in British government securities and of £50 million in deposits with clearing banks.

On the liabilities side there were increases in borrowing from both clearing banks and other banks with little change in borrowing from other financial institutions.

Notes

About 225 of the largest United Kingdom industrial and commercial companies contribute to this survey, which covers certain assets and liabilities in the United Kingdom that can be realised or that are due to be paid, formally at least, within 12 months. An article describing the background to the survey, and reviewing the results since its start at the beginning of 1970, was published in *Economic Trends* for November 1974. A further article, in the May 1977 issue of *Economic Trends* compared the results of the survey with those for all industrial and commercial companies up to the end of 1976.

The companies taking part are not a representative sample of industrial and commercial companies. Not all large companies are included and no small ones.

Another important limitation is that the results can give only part of the complete financial picture that would be given by the full sources and uses of funds account. This applies, in particular, to the two summary measures of liquidity, net current assets and the liquidity ratio, as the article in the November 1974 issue of *Economic Trends* explains. Furthermore, these measures, and the results as a whole, are aggregates for the survey group and they mask wide variation in the financial position of individual companies.

There is a break in the results of the survey at the end of each year and two sets of figures for the fourth quarters of 1977 and 1978 are given in the tables with this article to show the effects. One reason for this is that since the beginning of the survey some companies have ceased to reply. Estimates for those companies are included in the tables until the end of the year in which they ceased to reply, except for companies that cease to reply because they had amalgamated with other companies in the survey. There have been changes in coverage within a few companies at the beginning of 1977, to make the coverage of this survey as close as possible to the coverage of the survey of company sources and uses of funds and in addition several extra companies began to contribute from the beginning of 1978, giving a net increase in the number of companies. Some changes in coverage, resulting from changes in definitions, were made in earlier years. In particular, at the beginning of 1975 the definition of current liabilities was clarified and companies were asked to exclude all advances and loans with an initial loan term of over 12 months. At the beginning of 1976, five banks that were deposit banks were re-grouped with other banks and the remainder of the group has been renamed clearing banks to conform with the reclassification of banks made by the Bank of England in 1975. Total figures for changes in deposits with banks and borrowing from banks are given for 1976 in table 2 to avoid any possibility of disclosure of individual company holdings as a result of this change.

Inquiries: Departments of Industry and Trade, Economics and Statistics Division 6a, Room 166, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5538.

Chart 2 **Total current assets: manufacturing and non-manufacturing survey companies**

(Adjusted to allow for changes in coverage, seasonally adjusted)

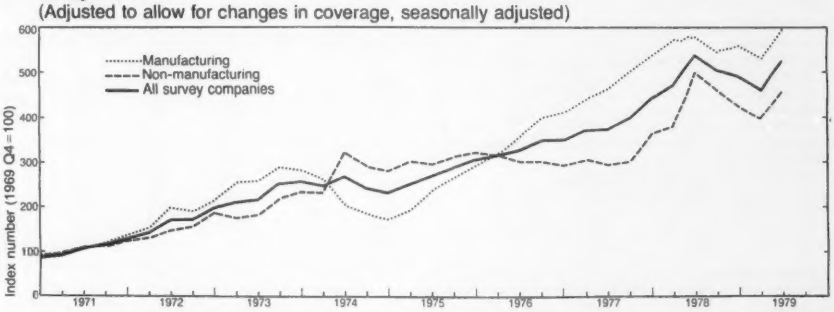


Chart 3 **Total current liabilities: manufacturing and non-manufacturing survey companies**

(Adjusted to allow for changes in coverage, seasonally adjusted)

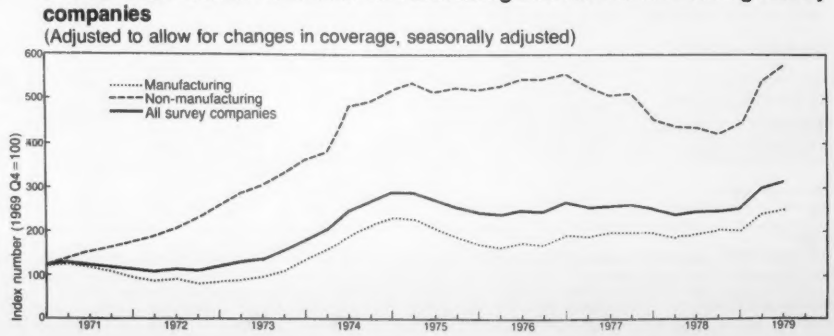


Table 3 **Holdings of current assets and liabilities by manufacturing and non-manufacturing survey companies [1]: amounts outstanding at end of period**

£ million

	1977			1978					1979	
	2nd qtr	3rd qtr	4th qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr
MANUFACTURING COMPANIES										
Number of companies [2]	143	143	143	152	152	152	152	152	149	149	149
Not seasonally adjusted										
Total current assets	1 966	2 144	2 284	2 643	2 829	2 865	2 710	2 788	2 725	2 586	2 887
Total current liabilities	2 205	2 230	2 215	2 408	2 267	2 413	2 537	2 504	2 470	2 815	3 028
Net current assets	−239	−86	69	235	562	452	173	284	255	−229	−141
Liquidity ratio (per cent) [3]	89	96	103	110	125	119	107	111	110	92	95
Seasonally adjusted											
Total current assets [3]	1 966	2 144	2 284	2 643	2 829	2 865	2 710	2 788	2 725	2 586	2 887
Total current liabilities	2 209	2 229	2 228	2 423	2 336	2 420	2 537	2 519	2 485	2 906	3 029
Net current assets	−243	−85	56	220	493	445	173	269	240	−320	−142
Liquidity ratio (per cent) [3]	89	96	103	109	121	118	107	111	110	89	95
NON-MANUFACTURING COMPANIES											
Number of companies [2]	67	67	67	74	74	74	74	74	74	74	74
Not seasonally adjusted											
Total current assets	1 211	1 324	1 543	1 587	1 741	2 113	2 070	1 852	1 929	1 880	2 031
Total current liabilities	1 213	1 207	1 105	1 263	1 214	1 203	1 148	1 242	1 237	1 470	1 565
Net current assets	−2	117	438	324	527	910	922	610	692	410	466
Liquidity ratio (per cent) [3]	100	110	140	126	143	176	180	149	156	128	130
Seasonally adjusted											
Total current assets	1 243	1 275	1 522	1 565	1 657	2 175	2 005	1 830	1 906	1 783	2 083
Total current liabilities	1 223	1 235	1 109	1 268	1 227	1 220	1 181	1 247	1 242	1 487	1 583
Net current assets	20	40	413	297	430	955	824	583	664	296	500
Liquidity ratio (per cent) [3]	102	103	137	123	135	178	170	147	153	120	132

See notes 1, 2, and 8 to table 1. [3] Same as unadjusted figures as no significant seasonal pattern in recent years.

Patents recorded 'licences of right'

Under section 46 of the Patents Act 1977 the register was noted 'licences of right' in respect of the following patents on the date specified.

20 July 1979

1273459 Matsushita Electronics Corporation
Method and apparatus for making colour cathode-ray tube.

1280735 Matsushita Electronics Corporation
High pressure metal-vapour discharge tube.

1337465 Matsushita Electronics Corporation
Target for a picture pick-up tube.

1374626 Matsushita Electronics Corporation
Method of making a semi-conductor device.

1405155 Matsushita Electronics Corporation
20 watt fluorescent lamp.

1414060 Matsushita Electronics Corporation
Semiconductor devices.

1428730 Matsushita Electronics Corporation
Solid-state display apparatus and wafer for use therein.

1443542 Matsushita Electronics Corporation
Incandescent lamp.

1445443 Matsushita Electronics Corporation
Mesa type thyristor and method of making same.

1192766 Bayerische Motoren WerkeAktiengesellschaft
Improvements in or relating to vehicle wheel suspension assemblies.

1198713 Bayerische Motoren Werke Aktiengesellschaft
Improvements in or relating to vehicle wheel suspension assemblies.

1317978 Bayerische Motoren Werke Aktiengesellschaft
Improvements in independent wheel suspensions in motor vehicles.

1333456 Bayerische Motoren Werke Aktiengesellschaft
A motor vehicle side door, particularly passenger motor vehicles.

1427882 Aktieselskabet Rosco
Oxytetracycline solutions.

1505703 Paumellerie Electrique
Door-opening detent device.

1515875 Paumellerie Electrique
Door stop device.

1459060 Societe Italiana S.I.R. S.p.A.
A 1, 5-diphenyl triazole derivative for use in herbicidal preparations and methods for controlling weeds thereby.

1501195 Giuseppe Giammarco and Paolo Giammarco
Method of removing CO_2 and/or H_2S from a gaseous mixture containing same.

1524184 Ivor Verlander and Paul Dominic Davis
Improvements in or relating to Outboard Drive units for boats.

1536087 Schottel-Werft Josef Becker G.m.b.H. and Company K.G.
Water craft, e.g. Tugs.

27 July 1979

1164713 Regie Nationale Des Usines Renault and Automobiles Peugeot
Sliding gear control system for gearboxes

1191826 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in devices for controlling hydraulic actuators

1277066 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in ball-type electromagnetic valves

1440680 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in selector control devices for change-speed mechanisms

1451867 Regie Nationale Des Usines Renault and Automobiles Peugeot
An accelerator pedal biasing arrangement in a vehicle

1458467 Regie Nationale Des Usines Renault and Automobiles Peugeot
Exhaust gas recirculation in internal combustion engines

1465240 Regie Nationale Des Usines Renault and Automobiles Peugeot
Battery capacity calculator

1467016 Regie Nationale Des Usines Renault and Automobiles Peugeot
Lubricating internal combustion engines

1473156 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in or relating to systems for limiting the speed of a vehicle

1477870 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in or relating to arrangements for limiting the speed of a vehicle to a predetermined value

1480846 Regie Nationale Des Usines Renault and Automobiles Peugeot
Headlamp mounting

1473398 Regie Nationale Des Usines Renault
Improvements in hydropneumatic suspension devices

1482139 Regie Nationale Des Usines Renault
Fuel or like injector devices for internal combustion engines

1456778 BBC Brown Boveri and Co Ltd
Electro-optical liquid-crystal display device

1476327 BBC Brown Boveri and Co Ltd
Liquid-crystal cell and a method for its manufacture

1519536 BBC Brown Boveri and Co Ltd
Novel alkylsubstituted N-Benzylideneanilines and liquid crystal compositions containing same

1525520 BBC Brown Boveri and Co Ltd
Electro-optical display device using a liquid crystal cell

1456820 Societa Italiana Resine S.I.R. S.p.A.
Preparation of linear mono-olefines by the catalytic dehydrogenation of linear paraffins

1479857 Societa Italiana Resine S.I.R. S.p.A.
Improvements in or relating to containers

1488296 Societa Italiana Resine S.I.R. S.p.A.
Process for the recovery of aluminium trichloride

1349409 Sub-Chemie AG
Adsorbent material and method of preparing same

1364545 Agfa-Gevaert Aktiengesellschaft
Improvements in and relating to sound on sound recordings

1376650 Bayerische Motoren Werke Aktiengesellschaft
Improvements in or relating to control means for the release of safety appliances in vehicles, more particularly passenger carrying automobiles

1419894 Frederic Guigues and Marcel Pillard
Apparatus for controlling a burner

6 August 1979

1458342 Standard Telephones and Cables Ltd
Displays

1479956 Standard Telephones and Cables Ltd
Lead phosphate-vanadate glass

1506256 Standard Telephones and Cables Ltd
Temperature sensitive switch

1315786 Ford Motor Company Ltd
Bellows flexible joint

1315787 Ford Motor Company Ltd
Bellows flexible joint

1462170 Ford Motor Company Ltd
Drive shaft dynamic damper

1447594 Ford Motor Company Ltd
Method of preparing powder paint compositions

1431165 David John Staincliffe Davies
Space heater

1494091 David John Staincliffe Davies
Screw pump

1500785 David John Staincliffe Davies
Siphon for irrigating riverside areas

1377351 Victor Company of Japan Ltd
Miniature tape cartridges

1414773 Victor Company of Japan Ltd
Hue control circuit for color television receivers

1282101 Terence Patrick Priestley
Improvements in fluid pressure operated mechanisms

1284889 Bayerische Motoren Werke Aktiengesellschaft
An electrical circuit arrangement for warning and/or indicating lamps in motor vehicles

1297115 Agfa-Gevaert
Photographic material

1411806 Matsushita Electronics Corporation
Improvements in and relating to glow discharge tubes

1426470 Societe Anonyme Automobiles Citroen
Seat spring assemblies

1430442 Jacques Segura
Improvements in motorcyclists wind-breakers and combinations

1460995 International Standard Electric Corporation
Method for frequency-recognition in selective signal receivers for use in telecommunication, particularly telephone systems

1515673 Societa Italiana Resine SIR SpA
Process for the continuous preparation of diglycidyl ethers of polyhydroxy phenols

1521523 ITT Industries Inc
Regulating circuit for the modification of a sawtooth signal.

1524026 John Henry Ellinger
Structures which deform substantially with a controlled negative spring rate

Any person who claims that the proprietor of the patent is, and was at the time of entry, precluded by a contract in which the claimant is interested from granting licences under the patent may, within three months after the making of the relevant entry, apply to the Comptroller on patents form 31/77 for cancellation of the entry.

I. J. G. Davis, Comptroller

Retail sales: July

Volume

The final seasonally adjusted index of the volume of retail sales in July is 108.7, close to the provisional estimate of 108½.

Retail sales in July fell by nearly 10 per cent from the high June level. The sharp movements of sales in June and July were influenced by the Budget on June 12 which raised VAT with effect from June 18. Taking June and July together compared with April and May, there was little change in total sales and in the sales of both food and non-food shops but sales by durable goods shops rose by 4 per cent.

In the first seven months of this year, the average volume of retail sales was about 1½ per cent higher than the average level in the second half of last year.

On the same basis of comparison, sales by durable goods shops rose by 5 per cent. Sales by clothing and footwear shops and by 'other non-food shops', which include department stores and mail order businesses, were both little changed. Sales by food shops increased by 2 per cent between those periods.

Value

Based on the non-seasonally adjusted data, the value of total retail sales in July was 11 per cent higher than in July 1978. In the first seven months of 1979, the average value of sales was 14 per cent higher than in the corresponding period of 1978.

Notes

The indices for all shops, food shops, and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months, but month-to-month fluctuations may sometimes make it preferable to average two months or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly periods consist of four weeks except those marked ' which are of five weeks. The July 1979 sales period was the four weeks from 1 July 1979 to 28 July 1979. The corresponding period in 1978 was the four weeks from 2 July 1978 to 29 July 1978.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

Within the total, sales are analysed by 'kinds of business'; ie the statistics are of sales by particular kinds of shop rather than of sales of particular commodities. For example, while sales by shops classified as food shops are mainly of food, many of them also sell other goods. Similarly, some food is sold by shops classified to other kinds of business.

The seasonally adjusted series include, where appropriate, adjustments for the timing of holidays and adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The article giving the provisional estimate of the seasonally adjusted index of the volume of retail sales for August and the increase in value of sales compared with a year earlier will be published later this month.

Inquiries: 01-215 3705.

Steel consumption and stocks

Statistics on steel consumption and stocks – tables 1 to 4 – for the second quarter 1979 were published last week (page 446). Table 5 completes the quarter's figures. The table has been revised in order to bring the commodities shown into line with those used for the consumers' breakdown.

Inquiries: 01-211 3637.

Table 5 **Receipts, deliveries and stocks of steel by stockholders** Thousand tonnes

Product	Quarter ending 31 March 1979			
	Receipts	Deliveries	Stock at end of qtr	Stock change
Ingots blooms billets and slabs	29.9	28.7	10.3	+1.2
Sections	189.5	195.5	146.4	−6.0
Rods and bars for reinforcement	10.5	10.7	4.6	−0.2
Other rod and bar in coil	15.6	9.4	7.9	+6.2
Other rod and bar straight lengths hot rolled	94.4	103.3	37.0	−8.9
Other rod and bar straight lengths cold finished	55.6	56.7	43.8	−1.1
Strip hot rolled	16.4	25.6	−6.1	−9.2
Strip cold rolled	5.2	6.7	6.8	−1.5
Sheet	353.3	404.0	192.4	−50.7
Plate	287.5	348.3	172.1	−60.8
Tinplate	15.8	20.0	10.3	−4.2
All other steel products	142.3	145.9	136.4	−3.6
Total all steel products	1216.0	1354.8	761.9	−138.8

Table 1 **Volume of retail sales seasonally adjusted**

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 – £ million Final estimates)	All kinds of business (16 296)	Food shops (6 866)	Non-food shops Total (9 430)	Clothing and footwear shops (2 436)	Durable goods shops (1 897)	Other non-food shops [2] (5 097)
1971	100.0	100.0	100.0	100	100	100
1972	105.3	101.6	107.9	104	113	108
1973	110.3	101.6	116.6	108	127	117
1974	109.0	102.4	113.8	106	122	115
1975	106.7	100.0	111.5	106	119	111
1976	106.5	98.7	112.1	106	122	111
1977	103.6	94.8	110.0	105	119	109
1978	109.2	98.0	117.4	114	130	114
1977						
1st qtr	103.3	94.9	109.4	105	115	109
2nd	102.4	94.4	108.1	101	118	108
3rd	104.2	94.3	111.3	107	121	110
4th	104.7	95.6	111.3	109	122	109
1978						
1st qtr	106.4	96.6	113.6	111	124	111
2nd	107.9	97.8	115.3	111	129	113
3rd	110.7	98.1	119.9	117	134	116
4th	111.7	99.4	120.6	119	134	116
1979						
1st qtr	110.3	99.9	117.8	116	131	114
2nd	116.7	102.4	127.1	121	153	121
1978						
July	111.0	98.2	120.4	116	137	116
August	111.7	97.8	121.8	121	133	118
September [1]	109.6	98.2	118.0	115	133	114
October	110.2	98.3	118.8	115	132	116
November	110.5	98.6	119.2	115	132	116
December [1]	113.8	100.9	123.2	126	137	117
1979						
January	109.6	103.6	113.9	109	127	111
February	110.4	97.0	120.2	117	137	116
March [1]	110.8	99.3	119.1	120	129	115
April	115.4	101.6	125.4	124	144	119
May	113.5	101.5	122.3	116	144	117
June [1]	120.3	103.7	132.3	122	166	125
July	108.7	99.6	115.4	112	129	112
1979						
February-April	112.1	99.3	121.4	120	136	116
1979						
May-July	114.7	101.8	124.0	117	148	118
Percentage increase	2.3	2.5	2.1	−2	9	2

[1] Five-week period.
[2] Including department stores and mail-order businesses.

Table 2 **Value of retail sales seasonally adjusted**

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 – £ million Final estimates)	All kinds of business (16 296)	Food shops (6 866)	Non-food shops Total (9 430)	Clothing and footwear shops (2 436)	Durable goods shops (1 897)	Other non-food shops [2] (5 097)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	109.0	114.2	112	118	114
1973	126.9	123.0	129.8	128	136	128
1974	146.7	144.9	148.1	148	144	149
1975	174.4	175.0	174.0	171	168	178
1976	200.1	204.8	196.7	189	187	204
1977	228.0	234.7	223.1	216	206	233
1978	260.1	261.8	258.8	255	244	266
1977						
1st qtr	216.7	224.2	211.2	205	192	221
2nd	222.0	230.4	215.9	204	201	227
3rd	233.7	238.8	230.0	223	213	240
4th	239.6	245.5	235.2	231	220	243
1978						
1st qtr	246.4	249.8	243.8	239	228	252
2nd	254.4	258.4	251.4	244	241	259
3rd	266.6	266.0	267.1	264	253	274
4th	273.0	273.1	273.0	272	255	280
1979						
1st qtr	276.4	282.8	271.8	269	253	280
2nd	297.3	294.4	299.5	290	302	303
1978						
July	265.0	264.5	265.3	260	255	272
August	269.2	265.7	271.9	273	252	279
September [1]	265.9	267.4	264.8	260	252	272
October	267.9	268.1	267.8	262	250	277
November	269.7	270.8	268.9	262	251	279
December [1]	279.8	278.9	280.4	289	262	283
1979						
January	273.1	291.3	259.9	254	241	270
February	275.4	274.6	275.9	271	262	283
March [1]	279.8	282.5	277.9	280	256	285
April	290.6	287.7	292.6	292	280	298
May	289.2	291.5	287.6	277	285	294
June [1]	309.3	302.0	314.6	298	333	315
July	294.4	300.1	290.2	285	267	301
1979						
February-April	281.8	281.7	281.8	281	265	288
1979						
May-July	298.5	298.2	298.8	288	298	304
Percentage increase	5.9	5.9	6.0	2	12	6

[1] Five-week period.
[2] Including department stores and mail-order businesses.

Hire purchase and other credit business in July

Finance houses, other specialist consumer credit grantors and retailers advanced £630 million of new credit in July, of which £383 million was lending by grantors other than retailers (table 1). The amount lent by grantors other than retailers in July was £47 million less than in June, but similar to the amount lent in May. Lending by retailers in July remained at virtually the same level as in June. The figures allow for seasonal factors, as do all figures in this article unless otherwise stated.

Total advances in the latest three months, May to July, were 19 per cent higher than in the previous three months. Lending by finance houses and other specialist consumer credit grantors increased by 24 per cent between the two three-month periods. Lending by retailers increased by 12 per cent.

Finance houses and other specialist consumer credit grantors advanced £383 million of new fixed-sum credit in July. Within this total, £213 million was advanced under regulated consumer credit agreements and £170 million under other credit agreements (table 2). Lending to individuals under regulated agreements increased by 19 per cent during the latest three-month period. Lending under other credit agreements (mainly lending to companies) increased by 32 per cent.

The average weekly value of credit sales by retailers in July was lower than in June, but higher than in the preceding months (table 3). In the latest three months, May to July, average credit sales were 13 per cent higher than in the previous three months. Within this total, sales by durable goods shops increased by 12 per cent, sales by department stores also increased by 12 per cent and sales by other credit retailers (mainly mail-order business) increased by 14 per cent.

The debt outstanding to finance houses, other specialist consumer credit grantors and retailers increased by £109 million in July, bringing the total increase in the three months May to July to £438 million, compared to £222 million in February to April (table 1). Amounts outstanding to finance houses and other specialist consumer credit grantors increased by £337 million and those to retailers by £101 million in the latest three-month period.

At the end of July the total amount outstanding to finance houses, other specialist consumer credit grantors and retailers was £6,968 million (*not* seasonally adjusted), 25 per cent more than a year earlier (table 1). Within this total, £5,248 million was outstanding to finance houses and other specialist consumer credit grantors on fixed-sum credit agreements and £262 million on running-account agreements (table 2). £1,458 million was outstanding to retailers.

Table 1 Hire purchase and other credit business, seasonally adjusted £ million

	Total		Finance houses and other specialist consumer credit grantors [1]		Retailers [2]	
	New credit extended [3]	Change in debt [4]	New fixed-sum credit extended [3]	Change in fixed-sum debt [4]	New credit extended [3]	Change in debt [4]
1976	3 688		1 835		1 853	141
1977	4 684		2 592		2 092	125
1978	6 021	1 206	3 586	1 015	2 435	191
1977						
2nd qtr	1 100	203	594	184	506	19
3rd	1 219	262	673	223	546	39
4th	1 292	254	750	242	542	12
1978						
1st qtr	1 372	355	807	289	565	66
2nd	1 506	375	901	315	605	60
3rd	1 559	266	912	206	647	60
4th	1 584	210	966	205	618	5
1979						
1st qtr	1 583	217	931	130	652	87
2nd	1 868 r	401 r	1 159 r	318 r	709	83 r
1978						
November	568	103	351	93	217	10
December	501	39	302	55	199	−16
1979						
January	525	67	300	21	225	46
February	532	91	312	62	220	29
March	526	59	319	47	207	12
April	566	72 r	340	65	226	7 r
May	622	130 r	389	96	233	34 r
June	680 r	199 r	430 r	157 r	250	42
July	630	109	383	84	247	25
1979						
Feb-Apr	1 624	222	971	174	653	48
May-July	1 932	438	1 202	337	730	101
Percentage increase	*19*		*24*		*12*	

[1] Direct business only: ie excluding agreements block discounted with finance houses by retailers. [2] Durable goods shops, department stores and 'other credit retailers'. For further definitions see footnotes to table 3. [3] Excluding charges. [4] Including charges.

Table 2 Finance houses and other specialist consumer credit grantors' business £ million

	Seasonally adjusted		Unadjusted	
	New fixed-sum credit extended [3] [5]		Total debt outstanding at end of period [6]	
	Regulated [1]	Other [2]	Fixed-sum agreements [3]	Running-account agreements [4]
1976			2 601	163
1977			3 391	183
1978	2 160	1 426	4 501	222
1977				
2nd qtr	371	223	2 957	170
3rd	408	265	3 223	176
4th	451	299	3 391	183
1978				
1st qtr	502	305	3 654	191
2nd	558	343	4 062	198
3rd	545	367	4 335	195
4th	555	411	4 501	222
1979				
1st qtr	550	381	4 645	227
2nd	691 r	468	5 109 r	244
1978				
November	196	155	4 487	207
December	176	126	4 501	222
1979				
January	171	129	4 506	227
February	183	129	4 578	227
March	196	123	4 645	227
April	208	132	4 768	225
May	235	154	4 922	236
June	248 r	182	5 109 r	244
July	213	170	5 248	262
1979				
Feb-Apr	587	384	4 768	225
May-July	696	506	5 248	262
Percentage increase	*19*	*32*		

[1] All consumer credit agreements regulated under the Consumer Credit Act 1974. These comprise non-exempt agreements involving the provision of credit not exceeding £5,000 to individuals. [2] Including all credit agreements entered into with companies by businesses which also enter into credit agreements with individuals. Agreements for more than £5,000 with individuals are also included. [3] Including all types of credit agreement where the total amount of credit advanced is known at the outset of the arrangement. It includes credit advanced in a hire purchase, conditional sale or credit sale agreement as well as trading checks, vouchers and cash loans of a fixed amount. [4] Including credit advanced on a revolving basis, overdrafts, non-bank credit cards. Figures for periods between end 1976 and July 1978 are estimated. [5] Excluding charges. [6] Including charges.

Note

Exceptionally the figures for finance houses and other specialist consumer credit grantors have been revised since the last article. These revisions take account of improvements to the seasonal adjustments in order to reflect recent experience, the availability of improved information on charges for credit and the inclusion of delayed returns from contributors.

Inquiries: Departments of Trade, (Room 346), Sanctuary Buildings, 20 Great Smith Street, London SW1 3DB, tel. 01-215 3400.

Table 3 Retailers' credit sales, seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

	Total [1]	Durable goods shops	Department stores	Other credit retailers [2]
(HP and other credit sales in 1971 £ million [3])	(1130)	(370)	(139)	(621)
1976	190	136	162	229
1977	217	142	171	272
1978	257	169	204	320
1977				
2nd qtr	210	136	153	266
3rd	227	148	179	284
4th	227	148	184	283
1978				
1st qtr	237	167	183	291
2nd	254	171	199	315
3rd	272	174	219	342
4th	264	166	214	334
1979				
1st qtr	275	177	219	346
2nd	308	213	234	381
1978				
November	274	166	227	349
December [4]	260	168	211	326
1979				
January	281	181	229	352
February	277	168	226	353
March [4]	268	179	205	335
April	291	202	195	364
May	298	194	212	380
June [4]	330	236	282	396
July	312	178	197	418
1979				
Feb-Apr av.	278	183	208	350
May-July av.	315	205	234	398
Percentage increase	*13*	*12*	*12*	*14*

[1] Durable good shops, department stores (including co-operative societies) and 'other credit retailers'. [2] General stores (other than department stores) and general mail-order houses. [3] Excluding sales against checks issued by other organisations. [4] The monthly periods for retailers consists of four weeks except those marked [4] which are of five weeks. The period covered by July 1979 sales was the four weeks from 1 July to 28 July 1979. The corresponding period in 1978 was from 2 July 1978 to 29 July 1978.

Machine tool sales and orders: May

The trend of total sales for the metal-working machine tool industry has been upwards over the latest three months – a continuation of a movement which originated at the end of 1978. Reference to the seasonally adjusted series demonstrates the volatility of the series terminated in a fairly low figure for May, thus casting some doubt upon the permanence of the present trend. Total new orders, however, have shown virtually a mirror image of this behaviour – having had a falling trend since the final quarter of 1978 with a low seasonally adjusted figure for May which this time is in line with the trend. Orders-on-hand have changed little over the last six months.

In the home market the pattern of behaviour has been somewhat similar to what might be expected with sales improving over the latest months and new orders declining, although at a significantly greater rate. Orders-on-hand reflected this situation with a 3 per cent decline over the February to May period.

The trend of export sales, unlike home and total sales, has fallen although not to a great extent in recent months. Nevertheless, it is at an historically low level with the average for 1979 to date lower than any month on the series given. Export new orders, whilst showing useful improvements in the three monthly comparison lines on both the trend and the seasonally adjusted figures of 13.5 per cent and 26 per cent respectively, should nevertheless, be viewed with some caution because of the effect of the low figure of 40 for February in the seasonally adjusted series.

Inquires: Department of Industry, Room 610, Dean Bradley House, 52 Horseferry Road, London SW1P 1AG, tel. 01-212 6044.

Monthly Digest of Statistics

A compendium, compiled by the Central Statistical Office, of basic information across a wide range of 19 different subjects including population, employment and price statistics, social services, production and output, energy, construction, transport, catering, home and overseas finance, and the weather. It contains mostly runs of monthly and quarterly estimates for at least two years and annual figures for several more.

Price £2.10. ISSN 0308-6666. Annual subscription including supplement of definitions and postage £30.16. From HMSO, PO Box 569, London SE1 9NH.

Table 1 Trend and seasonally-adjusted volume index numbers for metal-working machine tool industry – MLH332

	Total			Home			Export		
	Orders on hand (end of period) 1975 average = 100	New orders (a) 1975 average monthly sales = 100	Sales	Orders on hand (end of period) 1975 average = 100	New orders (a) 1975 average monthly sales = 100	Sales	Orders on hand (end of period) 1975 average = 100	New orders (a) 1975 average monthly sales = 100	Sales
Ratio of orders on hand/ average monthly sales in 1975 (b)	8.2			7.2			9.8		
Trend estimates									
1977									
January	62	87	84	63	90	93	60	82	69
February	62	87	82	63	91	90	61	80	68
March	63	87	80	64	93	88	62	77	67
April	64	86	78	65	95	87	63	71	65
May	65	85	78	67	97	86	63	67	65
June	66	85	78	68	96	85	63	67	66
July	67	85	78	70	95	85	63	68	68
August	67	85	79	71	94	84	63	70	71
September	68	84	79	73	93	83	63	70	72
October	69	84	79	74	94	82	62	69	73
November	69	85	80	76	96	83	62	67	74
December	70	86	80	78	100	84	60	63	74
1978									
January	71	85	81	80	101	86	59	60	73
February	71	82	81	82	99	86	57	56	72
March	70	79	81	83	95	86	55	53	72
April	70	75	80	83	89	86	54	53	72
May	69	74	80	83	86	86	52	56	71
June	68	76	80	83	85	87	51	61	70
July	68	80	81	83	88	87	51	68	71
August	69	87	82	84	95	88	51	76	71
September	71	94	82	86	103	88	52	80	71
October	73	97	81	89	109	88	53	79	69
November	74	97	81	92	111	89	54	75	67
December	76	93	81	94	108	92	55	70	64
1979									
January	77	89	82	95	103	95	55	66	62
February	77	85	84	94	97	98	56	66	61
March	77	83	85	94	93	101	56	68	61
April	76	82	86	93	89	102	57	71	61
May	76	82	87	92	86	104	58	75	60
Percentage change (c) (d) February–May 1979	−1.0	−4.0	+4.0	−3.0	−11.5	+6.0	+3.5	+13.5	−2.0
Seasonally adjusted									
1975	74	60	100	73	64	100	75	53	100
1976	60	74	84	62	80	87	57	65	79
1977	70	87	80	78	96	86	61	72	70
1978	77	87	81	97	99	87	54	66	71
1977									
3rd qtr	67	82	79	72	90	84	62	70	70
4th qtr	70	86	80	78	98	84	61	67	73
1978									
1st qtr	70	83	81	83	101	87	55	56	73
2nd qtr	67	71	79	82	83	85	49	51	70
3rd qtr	70	89	82	85	95	88	52	81	72
4th qtr	77	103	82	97	119	90	54	77	69
1979									
1st qtr	76	77	83	93	88	98	55	60	59
1977									
July	67	87	79	70	95	88	64	74	65
August	68	80	77	71	93	83	63	59	67
September	67	80	80	72	83	81	62	76	79
October	68	86	78	74	94	80	62	74	76
November	70	85	75	76	95	77	62	70	71
December	70	86	86	78	104	95	61	57	72
1978									
January	70	84	80	80	102	85	59	55	73
February	71	92	81	82	107	87	58	67	72
March	70	74	82	83	93	88	55	45	73
April	71	82	76	86	97	78	54	59	74
May	69	62	84	82	69	92	52	52	70
June	67	68	78	82	84	85	49	43	67
July	69	90	80	83	93	85	51	85	72
August	68	80	84	83	88	92	50	67	71
September	70	99	82	85	102	87	52	92	73
October	73	103	79	88	111	89	55	91	63
November	73	90	87	91	109	89	53	59	84
December	77	116	79	97	137	91	54	81	60
1979									
January	79	81	72	97	91	90	57	64	43
February	76	62	86	94	76	97	54	40	69
March	76	89	90	93	97	107	55	76	64
April	76	95	94	92	101	111	57	86	66
May	76	78	79	90	82	93	59	72	56
1979 (av) March–May	76	87	88	90	93	104	59	78	62
December–February	76	86	79	94	102	92	54	62	57
Percentage change (c) (d)	–	+1.5	+11.0	−4.5	−8.0	+12.0	+9.0	+26.0	+8.0

(a) Net of cancellations. (b) This ratio shows the number of months' work in the order book in the base year at the then average rate of sales. (c) For orders on hand the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period. (d) The percentage changes have been based on the unrounded values.

Cost indices for the aerospace and radio, radar and electronic capital goods industries

June's cost indices are given below. An explanation of the compilation of the indices was given in *Trade and Industry*, 8 December 1978, page 544.

Definitive information on earnings for both manual and administrative, technical and clerical (ATC) workers for the aerospace industry is available only for certain months of the year – manual earnings information is available for April and October each year, ATC salaries information is available for April of each year. Revisions to series brought about as a result of ATC salaries information becoming available will be shown in the article to be published on 7 December and will affect indices from May last year up to and including those of August.

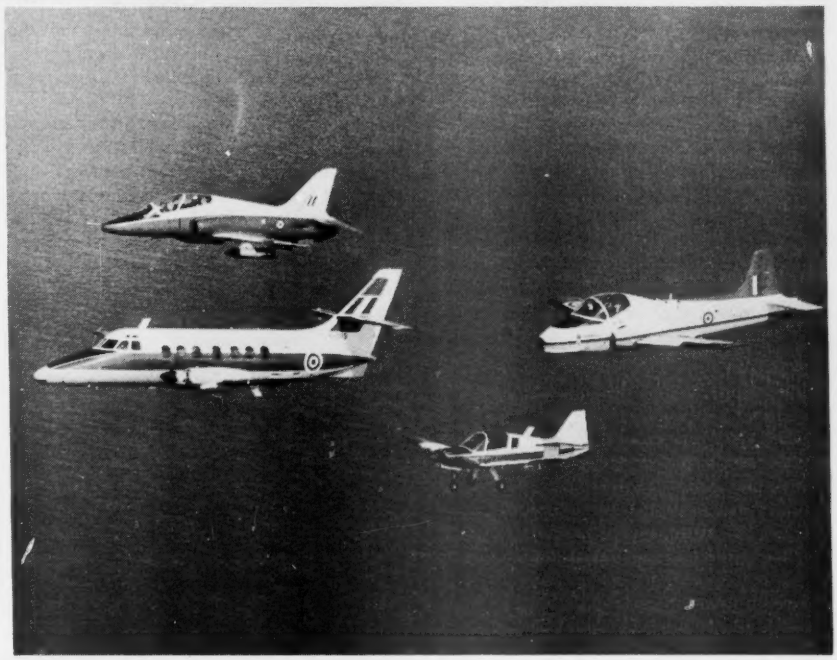
Revisions to series incorporated as a result of manual earnings information from the October survey are published in the April articles and these affect series from the preceeding November up to and including December. The results obtained from the April aerospace survey will affect indices from last November up to and including June and will be shown in the article published on 5 October.

The indices for wages and salaries for the radio, radar and electronic capital goods industry are based entirely on information relating to average earnings in the electrical engineering industry and all the manufacturing industries respectively.

The cost index tables previously D1-D5 and D7 have been redesignated sections 1 to 6 in the table.

The indices of combined costs are based on the assumption of no change in productivity.

Inquiries: 01-215 3073/3514.



Cost indices for the aerospace and radio, radar and electronic capital goods industries (MLH's 383 and 367 respectively)

1975 = 100

	1978							1979					
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
1 BOUGHT OUT FINISHED GOODS PURCHASED BY	p	p	p	p	p	p	p	p	p	p	p	p	p
Aerospace industry	154.8	155.3	155.6	157.0	159.9	160.3	162.2	162.1	165.0	168.2	170.7	173.3	176.2
Airframe sector	151.7	152.2	152.6	154.3	157.8	158.4	160.4	160.6	163.5	166.6	168.3	170.2	173.2
Aero-engine and aero-engine parts sector	157.4	158.1	158.3	159.4	161.8	162.1	163.9	163.6	166.3	169.5	172.7	175.9	178.5
Aero-engine parts sector	157.2	158.5	158.7	159.6	161.3	161.8	163.1	163.2	166.0	169.1	172.9	175.4	176.9
Aircraft components sector	151.5	152.3	152.7	154.2	157.2	157.6	159.5	159.7	162.7	165.6	167.7	169.5	171.8
2 OTHER MATERIALS PURCHASED BY													p
Aerospace industry	153.0	154.0	154.7	156.0	157.3	158.6	159.9	161.4	163.7	166.1	169.8	172.2	175.6
Airframe sector	155.2	156.1	156.7	157.8	158.7	159.8	161.4	162.6	164.4	166.6	170.4	172.5	176.0
Aero-engine and aero-engine parts sector	152.6	153.8	154.6	156.4	158.2	159.9	161.6	163.3	166.1	168.8	172.5	175.3	179.5
Aero-engine parts sector	152.0	153.3	154.2	155.4	156.6	157.8	159.1	160.5	162.6	164.6	168.2	170.4	173.7
Aircraft components sector	153.2	154.2	154.7	155.8	156.8	157.8	158.6	159.8	161.8	164.1	168.1	169.9	172.5
3 ALL PURCHASES OF GOODS BY	p	p	p	p	p	p	p	p	p	p	p	p	p
Aerospace industry	154.1	154.8	155.3	156.6	158.9	159.5	161.3	161.8	164.4	167.4	170.3	172.9	176.0
Airframe sector	153.0	153.6	154.1	155.5	158.1	158.9	160.8	161.4	163.8	166.6	169.0	171.1	174.3
Aero-engine and aero-engine parts sector	156.1	156.9	157.3	158.5	160.8	161.5	163.3	163.5	166.1	169.3	172.6	175.8	178.8
Aero-engine parts sector	155.1	156.4	156.9	157.9	159.4	160.2	161.5	162.2	164.6	167.3	170.9	173.4	175.6
Aircraft components sector	152.7	153.6	154.1	155.3	156.9	157.7	158.8	159.8	162.1	164.6	167.9	169.8	172.3
													p
Radio, radar and electronic capital goods industry	151.8	152.5	152.8	154.2	156.5	157.6	158.7	159.8	162.5	165.5	168.1	170.3	173.1
4 SALARIES AND GENERAL EXPENSES	p	p	p	p	p	p	p	p	p	p	p	p	p
Aerospace industry	151.4	151.4	151.6	153.3	159.0	158.8	161.9	160.9	164.6	168.8	169.5	172.1	176.4
Airframe sector	150.1	150.1	150.3	152.0	157.2	157.0	160.1	159.2	162.8	166.7	167.4	169.9	174.1
Aero-engine and aero-engine parts sector	152.9	153.0	153.2	154.3	160.9	160.8	163.8	162.8	166.5	170.8	171.6	174.3	178.8
Aero-engine parts sector	154.1	154.3	154.6	156.3	162.4	162.4	165.4	164.6	168.2	172.3	173.2	175.8	180.1
Aircraft components sector	152.1	152.1	152.2	154.0	160.1	159.9	163.1	162.0	165.8	170.1	170.6	173.3	177.8
													p
Radio, radar and electronic capital goods industry	155.0	155.0	155.1	157.1	162.7	162.6	166.0	164.6	168.9	173.5	174.0	177.0	181.6
5 HOURLY EARNINGS OF ADULT MANUAL WORKERS						p	p	p	p	p	p	p	p
Aerospace industry	140.5	140.3	140.4	142.7	145.9	145.2	149.2	146.8	151.6	156.1	155.6	158.3	163.5
													p
Radio, radar and electronic capital goods industry	148.1	146.9	144.9	146.8	151.5	153.1	153.3	153.1	156.1	163.7	161.0	165.4	169.6
6 COMBINED COSTS	p	p	p	p	p	p	p	p	p	p	p	p	p
Aerospace industry	150.8	151.2	151.4	153.0	156.5	156.8	159.4	158.8	162.2	165.9	167.5	170.1	174.0
Airframe sector	150.0	150.3	150.6	152.2	155.8	156.2	158.8	158.4	161.5	165.1	166.4	168.7	172.6
Aero-engine and aero-engine parts sector	152.2	152.6	152.9	154.4	157.8	158.2	160.8	160.2	163.5	167.3	169.2	172.1	175.9
Aero-engine parts sector	151.5	152.1	152.5	153.9	157.2	157.6	160.0	159.6	163.0	166.4	168.3	170.8	174.4
Aircraft components sector	149.4	149.7	149.9	151.5	155.2	155.5	158.1	157.5	160.9	164.7	166.0	168.3	172.3
													p
Radio, radar and electronic capital goods industry	152.5	152.6	152.5	154.2	158.2	158.9	160.7	160.7	164.0	168.4	169.3	172.2	175.9

p = Provisional.

Unemployment and vacancies: August

The number of unemployed persons in Great Britain on 9 August was 1 383 896, representing 5.9 per cent of employees. This total includes 173 070 school leavers under 18 not yet employed.

The seasonally adjusted series shows that the number of unemployed in Great Britain excluding the school leavers was 1 205 200 (5.1 per cent of all employees), a decrease of 13 800 since July 12. In the last three months there has been a decrease on average of 14 000 a month.

Of the total unemployed in Great Britain, 232 000 had been unemployed for four weeks or less. It is estimated that about 1 034 000 were unemployed for more than four weeks, and were aged under 60.

Figures for unemployment in the United Kingdom are given in the table.

The average number joining the unemployment register in the three months ending July was 381 000 per month compared with 355 000 in the three months ending April and 361 000 in the three months ending January 1979. The average numbers leaving the register in these three periods were 385 000, 371 000 and 363 000 per month respectively.

The average inflow of vacancies in the three months ending July was 235 000 per month compared with 227 000 in the three months ending April and 219 000 in the three months ending January 1979. The average outflows in the three periods were 240 000, 220 000, and 215 000 per month respectively.

Adult students

The unemployment figures exclude adult students aged 18 and over, who are registered for temporary employment during a vacation and who intend to return to full-time education when the new term begins. On 9 August these numbered 109 238 in Great Britain and 114 644 in the United Kingdom.

Temporarily stopped

The unemployment figures do not include temporarily stopped workers – that is, those who had a job on the day of the count but were temporarily suspended from work on that day and were registered in ordered to claim benefits. These numbered 3788 in Great Britain and 3934 in the United Kingdom – representing a decease on 12 July of 2041 in Great Britain and a decrease of 2295 in the United Kingdom.

Short-time working

In the week ending June 9, 1979, 31 000 operatives in manufacturing industries in Great Britain were on short-time working. Of these, 2000 were stood off for the whole week and 29 000 for part of the week. The figure compares with a total of 32 000 on short-time in the week ending May 12, 1979. The short-time working figures include temporarily stopped workers.

The number of vacancies notified to employment offices in Great Britain remaining unfilled on August 3 was 246 242, a decrease of 12 662 since last month. The number of vacancies notified to careers offices was 30 997, a decrease of 2968 since last month.

The seasonally adjusted series shows that the number of vacancies notified to employment offices in Great Britain was 244 100, a decrease of 7500 since July 1979.

Figures for notified vacancies in the United Kingdom are given in the tables.

These figures do not represent the total number of vacancies in the economy, but only those vacancies notified by employers of local offices of the Employment Service Division of the Manpower Services Commission and to careers offices.

Unemployment on 9 August 1979

	Great Britain		United Kingdom	
	Number	Change since July	Number	Change since July
Unemployed, excluding school leavers	1 210 826	+23 030	1 272 027	+23 471
School leavers	173 070	−31 155	183 471	−31 955
Total unemployed	1 383 896	− 8 125	1 455 498	− 8 484
(Percentage of all employees)	(5.9)	(−)	(6.0)	(−)
Seasonally adjusted				
Unemployed, excluding school leavers	1 205 200	−13 800	1 264 700	−14 000
(Percentage of all employees)	(5.1)	(−0.1)	(5.2)	(−0.1)

Notified vacancies [1] unfilled on 3 August 1979

Notified to employment offices	246 242	−12 662	247 556	−12 746
Notified to careers offices	30 997	− 2 968	31 291	− 2 935
Seasonally adjusted				
Notified to employment offices	244 100	− 7 500	245 500	− 7 500

[1] Vacancy figures are not a measure of total vacancies, but only of those notified to employment offices and careers offices. Vacancies unfilled at employment offices accounted for just over one third of all vacancies in the economy as a whole in the second quarter, 1977.

Public sector borrowing requirement

Public sector borrowing requirement (PSBR) is estimated to have been £3,360 million in the second quarter of 1979, not seasonally adjusted, compared with £2,220 million in the same quarter of 1978. *Seasonally adjusted*, the PSBR was £2,800 million in the second quarter of 1979, that is the first quarter of the financial year 1979-80, £160 million higher than the previous quarter.

The central government borrowing requirement (CGBR) was £3,250 million in the second quarter of 1979 compared with £1,280 million in the first quarter.

The local authorities' contribution to the PSBR (consisting of their borrowing from sources other than directly from the central government) was a repayment of £300 million compared with borrowing of £930 million in the previous quarter. Their borrowing requirement fell to £230 million in the second quarter from £830 million in the first. They borrowed £540 million directly from central government compared with repayments of £100 million in the first quarter 1979.

The general government borrowing requirement (GGBR) is the sum of the CGBR and the local authorities' contribution to the PSBR. It is estimated to have been £2,950 million in the second quarter compared with £2,210 in the first quarter 1979.

The public corporations' contribution to the PSBR amounted to a repayment of £150 million compared with borrowing of £430 million in the previous quarter. Their borrowing requirement was £550 million in the second quarter 1979, £80 million lower than the previous quarter. Borrowing direct from central government was £710 million in the second quarter 1979, £510 million higher than the first quarter.

Local authority borrowing

The local authority borrowing requirement in the second quarter of 1979 was £280 million not seasonally adjusted. Allowing for sales of other public sector debt of £10 million, the total net borrowing by local authorities in the second quarter is estimated as £270 million, not seasonally adjusted, compared with £80 million in the same quarter of 1978.

Within total borrowing of £270 million there was a repayment of £140 million temporary debt with longer term borrowing of £410 million, which included borrowing from central government through the Public Works Loan Board (PWLB) of £520 million. For comparison in the same quarter of 1978 total borrowing was £80 million, with repayment of temporary debt of £220 million, longer term borrowing of £310 million of which £220 million came from the PWLB.

Manufacturers' stocks in June

It is estimated that manufacturers' stocks were unchanged at 1975 prices, seasonally adjusted, in June 1979. Stocks of materials and fuel rose slightly while stocks of finished goods fell slightly. Work in progress was unchanged.

Monthly figures from January 1979, adjusted to agree with the quarterly figures published in *Trade and Industry*, 31 August, are shown below:

Stock changes

£ million, 1975 prices, seasonally adjusted

1979	
January	−20
February	+20
March	+60
April	+170
May	−110
June	—

Inquiries: 01-215 3176/5215.

House prices rise 29 per cent in a year

Average price of dwelling on which new mortgages were approved in the second quarter of 1979 was about £20,400. Compared with the first quarter of 1979 the increase in average price was 6½ per cent, allowing for normal seasonal movements (8½ per cent in unadjusted terms). Compared with the same period a year ago, prices were 29 per cent higher.

For new dwellings, the average price in the second quarter of 1979 was about £22,400 – an increase of 6 per cent over the previous quarter, allowing for normal seasonal movements (7 per cent in unadjusted terms) and 29 per cent higher than a year earlier.

For secondhand dwellings, the average price was about £20,400 an increase of 7 per cent over the previous quarter, allowing for normal seasonal movements (9 per cent in unadjusted terms), and 31 per cent higher than a year earlier.

Average mortgage advance approved for all dwellings in the second quarter of 1979 was about £11,800, or 58 per cent of the average price. This compares with 60½ per cent in the first quarter of 1979 and 65½ per cent recorded a year ago.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 31 August 1979.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
The Dumb Waiter	BR/E 40163/1/9/84	18	28 August	Cinema International Corporation (UK)	Mimstar Ltd
Three Men On A Boat	BR/E 40166/1/9/84	25	28 August	Columbia-EMI-Warner Distributors Ltd	Global Films Ltd and Queensway Promotions Ltd
Faces Of Sweden	BR/E 40168/1/9/84	26	31 August	Columbia-EMI-Warner Distributors Ltd	John Dooley T/A Polonius Film Services
Dracula	BR/E 40169/1/9/84	110	31 August	Cinema International Corporation (UK)	Universal Pictures Ltd
COMMUNITY					
Stunt Squad	EC 40164/1/9/84	95	30 August	Inter-Ocean Film Distributors Ltd	PAC SrL, Rome
FOREIGN					
Voices	F 40162	106	28 August	Cinema International Corporation (UK)	MGM Inc, California
The Tiger Strikes Again	F 40165	88	30 August	Inter-Ocean Film Distributors Ltd	The Ertenal Film Co (HK), Hong Kong
Sexual Fantasies	F 40167	78	31 August	Tigon Film Distributors Ltd	Merry Film, Copenhagen

New companies registered in Great Britain

Details are given below of new companies registered in Great Britain during June 1979 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	6 600	—	6 600
Over £100 but under £1 000	88	—	88
£1 000 but under £10 000	1 828	—	1 828
£10 000 but under £50 000	897	—	897
£50 000 but under £100 000	125	—	125
£100 000 but under £1 000 000	175	—	175
£1 000 000 and over	18	—	18
Total number	9 731	—	9 731
	£ thous	£ thous	£ thous
Total amount of nominal capital	85 924	—	85 924

Companies registered in Great Britain in 1978 and 1979

	1978		1979	
	Number	Nominal capital £ thous	Number	Nominal capital £ thous
January	4 555	31 447	5 421	63 536
February	4 316	38 325	5 142	85 924
March	6 024	52 299	—	—
April	5 031	47 206	—	—
May	5 939	59 998	7 334	96 172
June	5 023	45 806	9 731	101 008
July	5 264	57 870		
August	5 087	50 191		
September	5 484	92 414		
October	5 482	41 488		
November	6 131	60 558		
December	4 343	59 082		
Total	62 679	636 874		

The nominal capital figure of £59,082,000 for December 1978 as supplied in January 1979 is incorrect. The figure should read £58,962,000. As a consequence the total nominal capital figure for 1978 of £636,874,000 is also incorrect. This figure should read £636,754,000.

Inquiries: Department of Trade, Companies House, Crown Way, Maindy, Cardiff CF4 3UZ, tel. Cardiff (0222) 388588 ext. 2370.

New companies registered in N. Ireland in July

The number of companies registered in N. Ireland in July and nominal capital are as follows:

	July 1979	Jan to July 1979	July 1978
Public companies limited by shares	—	1	—
Private companies limited by shares	75	481	80
Private unlimited companies	—	2	—
Public companies limited by guarantee not having a share capital	1	1	—
Private companies limited by guarantee not having a share capital	—	1	—
Private companies limited by guarantee having a share capital	—	1	—
Total nominal capital of companies incorporated	£5 650 302	£30 991 942.45	£3 874 300

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 28 July 1979:

	£
Distributors' earnings submitted	
Low cost films:	
Eligible (after multiplying by 2½)	66 248
Not eligible for 2½ times rental	109 418
	175 666
High cost films (including newsreels after multiplying by 2½)	512 004
	687 670
Films under 3000 ft (after multiplying by 2½)	105 982
	793 652
Levy collections paid to agency by HM Customs and Excise to 21 August 1979 approximately covering entertainments for the four weeks ended 28 July 1979	520 959

The ninth interim allocation for the twenty-second year will be at the rate of 36 per cent.

Business Monitors

The following titles and issues of Business Monitors are now available:

PRODUCTION SERIES
Quarterly at £1.95 each per year post free

PQ 33-36	Engineering (volume indices of sales and orders) for first quarter 1979
PQ 369.4	Electric lamps, light fittings and wiring accessories for first quarter 1979
PQ 271.2	Organic chemicals for first quarter 1979
PQ 491	Rubber manufactures for first quarter 1979
PQ 363	Telephone and telegraph apparatus and equipment for first quarter 1979
PQ 364	Radio and electrical components for first quarter 1979
PQ 332	Metal working machine tools for first quarter 1979
PQ 384	Locomotives for first quarter 1979
PQ 276.1	Synthetic resins and plastic materials for first quarter 1979

Economic indicators of the industrial countries

The average growth of gross domestic product (gdp) for OECD countries in 1978 was about 3½ per cent according to provisional figures, with economic activity increasing rather faster in the USA and Japan than in the European countries as a group. However, latest estimates suggest there may be a strengthening this year in Western Europe relative to the United States. The decision by Opec on 27 June to raise oil prices to a level in 1979 some 35 per cent above the 1978 average will have a dampening effect on activity and employment and has reinforced concern about world-wide inflation. The rate of increase in consumer prices for OECD countries as a whole measured over a 12-month period has in any case tended to rise since the spring of last year. The latest unemployment figures show a varied picture; in particular, the situation in the United Kingdom has continued to improve slowly, while in France it has continued to deteriorate.

The tables have been prepared for the convenience of users who do not have access to the sources themselves. International publications (as indicated) have been used, supplemented, where available, by later reports, denoted – (e). The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated, and from the national publications of the countries concerned. Exchange rates are those used in the basic data sources. The group of industrial countries is taken as comprising the members of the Organisation for Economic Co-operation and Development (OECD) ie: western Europe, north America, Japan, Australia and New Zealand. Consumer prices apart, New Zealand is excluded from OECD totals in that insufficient information is available.

This article is the quarterly variation of the monthly series, supplementing the usual tables with those showing: gross domestic production, earnings/wages, world and industrial countries' trade, balance of payments, import and export volume and exports of manufactures.

Canada

Canada's real GNP growth increased to 1.7 per cent in the first quarter of 1979 over the previous quarter according to preliminary estimates issued by 'Statistics Canada'. There was an acceleration in most of the major sectors of domestic expenditure which more than offset the decline in external demand, particularly from the United States.

The decline in the volume of exports in the first quarter of 1979 was 1.7 per cent; this would have been greater but for a sharp increase in exports of crude materials, notably crude petroleum and natural gas. Meanwhile, the volume of imports increased by 4 per cent. The decline in net merchandise exports was less severe in current prices. The merchandise trade surplus was Cdn $0.43 billion in the first quarter down from Cdn $0.84 billion in the

Table 1 **Industrial production** (excluding construction) seasonally adjusted

Indices 1975 = 100

	Belgium	Luxembourg [5]	France [2]	F.R. of Germany [4]	Ireland	Italy	Netherlands	United Kingdom r	EEC [1] [3]	Canada	United States	Japan	OECD [3]
Weights in total	1.6	0.1	7.9	13.5	0.2	4.9	1.8	5.6	35.6	3.7	34.9	15.5	100
1974	111		108	106.0	107	109.7	105	105.0	107	105.7	109.8	111.7	109
1975	100	100.0	100	100.0	100	100.0	100	100.0	100	100.0	100.0	100.0	100
1976	109	106.3	109	107.3	109	111.6	106	102.7	108	105.1	110.2	111.0	109
1977	109	106.9	110	110.5	118	111.6	107	107.4	110	109.3	116.4	115.6	113
1978	112	108.5	113	112.9	129	113.8	108	110.8	112	115.2	123.3	122.7	118
1977 1st quarter	110	106.6	112	111	114	118.7	107	107.5	112	108.5	113.4	115.3	112
2nd	108	108.0	111	110	117	112.8	108	107.4	110	108.6	116.3	115.2	113
3rd	109	105.5	110	110	118	112.5	105	107.9	110	109.4	117.5	115.1	113
4th	108	107.3	109	111	123	110.5	107	106.9	110	110.9	118.3	116.6	114
1978 1st quarter	109	106.2	110	111	127	114.5	107	108.3	111	112.3	118.5	119.6	115
2nd	110	104.8	114	111	129	113.6	106	111.5	112	113.7	122.2	121.8	117
3rd	112	110.0	112	114	127	114.1	108	112.4	113	115.8	124.8	123.4	119
4th	116	110.5	115	115	132	121.1	111	110.9	115	118.8	127.1	126.0	121
1979 1st qtr	116	110.4	116	116		122.2	109	112.4	114	121.3	128.6	128.6	122
2nd			116 e	119 e				116.6			128.2	131.6	
1978 January	108	(109.2)	111	114		113.2	107	108.2	112	110.6	117.8	118.7	115
February	109	(107.2)	111	110		115.1	107	108.6	111	112.8	118.2	119.3	114
March	109	(104.5)	113	110		115.0	107	108.1	111	113.5	119.6	120.7	116
April	109	(109.8)	117	111		113.0	108	111.9	112	113.9	121.6	121.3	117
May	111	(103.2)	114	110		113.3	103	110.6	111	112.9	122.2	121.9	117
June	109	103.3	112	112		114.5	108	111.9	112	114.4	123.0	122.1	117
July	111	113.1	113	114		113.8	110	112.6	113	114.9	124.0	122.1	118
August	113	107.2	113	113		113.2	105	113.1	113	114.2	124.9	123.5	119
September	113	109.7	115	115		115.2	108	111.5	114	118.3	125.5	124.6	120
October	114	109.7	115	115		121.6	108	109.5	115	117.9	126.2	125.2	120
November	112	108.2	115	115		121.9	109	110.7	115	118.6	127.0	125.6	121
December	123	113.5	116	115		119.7	114	112.5	116	120.0	128.1	127.1	122
1979 January	113	104.4	115	115		119.4	109	105.5	114	120.7	128.1	127.2	121
February	116	113.5	115	114		125.2	108	115.0	116 e	121.4	128.4	128.9	122
March	117	113.2	117	117		122.2	108	116.5	117 e	121.8	129.3	129.7	123
April	120	114.0	115	117		123.1	111	115.1	117 e		127.3	129.6	122 e
May	118	104.8	116	119 e		119.4	108	116.4			128.9	132.4	
June			116 e	120 e				118.4			128.5	132.7	
July													
% change latest three months													
On previous three months	0.9	0.2	—	2.9 e	3.9	0.1	−1.2	3.8	1.4	2.1	−0.3	2.3	0.8
On a year earlier	7.9	n.a.	1.2	6.9 e	7.3	6.9	2.8	4.6	4.8	8.0	4.9	8.0	5.8

[1] Excluding Denmark. [2] Yearly and quarterly data have more complete coverage than monthly data. [3] The monthly figures for OECD and EEC are weighted by Department of Trade consistent with the quarterly figures published by OECD. [4] From January 1978, data not comparable with those for previous periods. [5] Indices for 1978 have been revised; it has been possible to include only the published revisions at this stage, therefore figures in parenthesis are still on the old basis. e Estimated. r Revised. n.a. Not available.
Source: United Kingdom, Central Statistical Office; all others 'OECD Main Economic Indicators'.

Table 2 Gross domestic production seasonally adjusted

Indices 1975 = 100

	Canada [1]	United States [1]	Japan [1]	Italy r	France r[2]	FR of Germany [1]	United Kingdom
1974	99	101	99	104	100	102	101
1975	100	100	100	100	100	100	100
1976	106	106	106	106	105	105	103
1977	108	111	112	108	108	108	105
1978	112	115	119	111	112	111	108
1977 1st qtr	107	109	110	109	110	107	104
2nd	108	110	112	108	110	107	104
3rd	108	112	112	107	111	108	105
4th	110	113	114	108	111	109	106
1978 1st qtr	111	113	117	109	112	109	106
2nd	112	115	118	110	114	111	108
3rd	113	116	119	110		112	109
4th	113	118	121	114		113	109
1979 1st qtr		118	123			113	107
% change latest quarter							
On previous quarter	0.5	0.2	1.8	2.9	1.8	—	−1.6
On a year earlier	3.1	4.7	5.3	5.6	3.9	3.8	1.3

[1] Gnp at market prices. [2] Annual and quarterly figures are on a different basis. r Revised.
Source: IMF International Finance Statistics; UK, Central Statistical Office.

fourth quarter of 1978. The deterioration in the merchandise trade position was virtually offset by an improvement in the non-merchandise balance. In the first quarter the deficit on current account was Cdn $1.70 billion compared with Cdn $1.77 billion in the previous quarter.

Domestic inflationary pressures continue despite falls in the year-on-year rate of inflation in four consecutive months, to a provisional 8.1 per cent in July. Unemployment declined to 7.5 per cent in June, its lowest level since December 1976.

United States

GNP figures for the second quarter reinforce the view that the USA is entering a period of economic recession. Real GNP fell by 2.4 per cent at an annual rate, following a rise of 1.1 per cent in the first quarter. The decline is thought to reflect a sharp contraction in consumer spending on goods, partially offset by a rise in inventory accumulation.

There was a sharp rise in the cost of imported oil which, together with an increase in consumer demand for small, fuel-saving cars, pushed the US trade deficit, on a balance of payments basis, to $7.64 billion in the second quarter from a revised $6.1 billion deficit in the previous quarter and compared with $7.91 billion a year earlier. In volume terms, imports in the first quarter of the year increased by less than 2 per cent compared with a year earlier, while, over the same period, the volume of exports increased by about 17 per cent.

The year-on-year rate of inflation has continued upwards; a 1.2 per cent increase in June brought the rate over 12 months to 10.9 per cent. As has been the case since the spring, the June increase was the result of soaring energy and housing costs more than offsetting more modest advances in food prices. The unemployment rate rose only slightly in July to 5.7 per cent; it has fluctuated around this mark since the beginning of the year.

Japan

GNP in real terms rose by 1.8 per cent in the January-March quarter. However, the 5.5 per cent growth achieved in Fiscal 1978 (April 1978 to March of this year) fell short of the

Table 3 Unemployment seasonally adjusted*

Numbers thousands

	Belgium [3]	Denmark [5 7]	France [1 6]	F.R. of Germany [1]	Ireland [3]	Italy [4]	Nether-lands [1]	United Kingdom [1 2]	Canada [4]	United States [4]	Japan [4]
1974	105	*50*	498	583	48	1 113	135	600	514	5 076	740
1975	177	*124*	840	1 074	75	1 230	195	929	690	7 830	1 000
1976	229	*126*	933	1 060	84	1 426	211	1 269	727	7 288	1 080
1977	264	164	*1 073*	1 030	82	1 545	204	1 378	850	6 856	1 100
1978	282	190	*1 167*	993	75	1 571	206	1 376	911	6 047	1 240
1977 1st quarter	249	147	997	1 014	82	1 496	204	1 333	816	7 178	1 052
2nd	261	156	1 067	1 042	83	1 536	202	1 353	832	6 949	1 099
3rd	272	163	1 134	1 041	82	1 611	203	1 403	863	6 708	1 131
4th	276	172	*1 084*	1 023	80	1 529	205	1 422	895	6 492	1 124
1978 1st quarter	279	183	*1 061*	1 011	78	1 565	205	1 416	901	6 179	1 173
2nd	285	184	*1 139*	1 000	76	1 556	202	1 389	922	6 028	1 251
3rd	284	186	1 234	995	74	1 576	206	1 368	921	6 027	1 288
4th	281	188	1 224	952	72	1 586	209	1 334	900	5 908	1 251
1979 1st quarter	287	177	1 285	920		1 684	211	1 357	882	5 878	1 118
2nd	296		1 369	875		1 688	210	1 304	855	5 880	1 172
1978 January	278	179	*1 040*	996	79		206	1 422	886	6 292	1 141
February	278	181	*1 057*	1 012	78		205	1 414	894	6 092	1 176
March	281	189	*1 086*	1 024	77		204	1 411	924	6 153	1 200
April	283	185	*1 105*	998	77		203	1 403	916	6 063	1 212
May	287	184	1 135	1 007	76		202	1 385	927	6 156	1 254
June	286	183	1 176	996	74		202	1 378	923	5 864	1 288
July	283	184	1 225	1 000	74		204	1 370	908	6 176	1 265
August	285	185	1 251	1 000	74		206	1 373	922	5 940	1 282
September	283	187	1 226	984	73		208	1 360	933	5 964	1 317
October	282	188	1 219	972	72		209	1 350	899	5 836	1 275
November	282	187	1 215	951	72		209	1 332	906	5 877	1 280
December	279	190	1 238	933	71		210	1 320	895	6 012	1 200
1979 January	282	180	1 256	954	70		210	1 342	897	5 883	1 152
February	288	176	1 285	922			213	1 368	872	5 881	1 049
March	291	175	1 313	883			211	1 362	876	5 871	1 152
April	293	164	1 339	874			206	1 327	880	5 937	1 224
May	296	153	1 376	870			210	1 306	853	5 929	1 130
June	298		1 393	882			214	1 279	831	5 774	1 163
July	299 e			882 e				1 279			
August								1 265			
Rate % latest month	11.0 e	5.8	7.4	3.9 e	10.6	7.7	5.1	5.2	7.5	5.6	2.0
% change latest three months											
On previous three months	2.4	−9.9	6.6	−1.7	−2.7	0.2	−0.6	−4.3	−3.1	—	4.9
On a year earlier	4.3	−11.8	n.a.	−12.3	−10.9	8.5	3.8	−7.2	−7.3	−2.4	−6.3

*Unemployment data are defined and collected on different bases in different countries. The following notes indicate main variations preventing direct international comparison. [1] Numbers registered at employment offices. Rates are calculated as percentages of total employees. [2] Excluding school leavers. Year 1974 estimated in the absence of one month's figures. [3] Insured unemployed. Rates are calculated as percentages of total insured population. [4] Labour force sample survey. Rates are calculated as percentages of total labour force. The quarterly data for Italy relate to January, April, July and October. [5] From 1977, including unemployed insured for loss of part time jobs. From 1978, including partially unemployed. [6] Data from October 1977 to April 1978 are affected by administrative changes which tend to reduce the figures. [7] Numbers registered at employment offices. As from January 1979, rates are calculated as a percentage of total labour force. e Estimated. n.a. Not available. r Revised. Source: 'OECD Main Economic Indicators' and *Department of Employment Gazette*.

Table 4 Earnings/wages per head in manufacturing

Indices 1975 = 100

	Belgium [1]	Denmark [2 3]	France [3]	FR of Germany [1]	Ireland [3]	Italy [1]	Nether-lands [1]	Great Britain [4]	Canada [7 8]	United States [5]	Japan [8 9] r
1974	84	83.9	85.3	91.7	78	78.9	88	79.2	8[illegible]	92	89.7
1975	100	100.0	100.0	100.0	100	100.0	100	100.0	10[illegible]	100	100.0
1976	113	112.7	114.1	105.6	117	120.9	109	116.6	11[illegible]	108	112.6
1977	123	124.1	128.5	113.5	135	154.6	117	128.6	126	118	123.3
1978	130	136.8	145.2	118.8		179.6	123	147.4	135	128	131.8
1977 1st quarter	120	117.8	121.4	111.3	127	142.4	113	124.3	122	114	119.0
2nd	122	123.4	124.3	113.2	133	151.6	115	127.3	125	116	122.0
3rd	124	125.6	128.4	114.6	137	159.5	119	128.1	128	118	124.1
4th	126	129.4	132.4	114.9	143	164.7	119	134.6	130	121	126.1
1978 1st quarter	127	131.7	136.4	116.0	144	170.5	122	139.0	132	124	129.2
2nd	129	135.7	139.7	118.0	154	176.1	122	147.0	133	126	130.3
3rd	130	137.6	145.8	120.4	158	182.8	124	148.6	136	128	131.6
4th	133	142.1	150.1	120.7		189.2	125	154.8	139	132	134.7
1979 1st quarter	134		154.0	123.3		197.3	127	159.5	142	135	137.5
% change latest quarter											
On previous quarter	0.8	3.3	2.6	2.2	2.6	4.3	1.6	3.0	2.2	2.3	2.1
On a year earlier	5.5	9.8	12.9	6.3	15.3	15.7	4.1	14.7	7.6	8.9	6.4

[1] Hourly rates. [2] Hourly earnings. [3] Including mining. [4] Weekly earnings (all employees). [5] Gross hourly earnings per production worker. [6] Monthly earnings: regular workers (Enterprises employing at least 30 workers). [7] Hourly earnings for firms employing 20 persons and over. [8] Seasonally adjusted. [9] Hourly rates manufacturing. Annual figures are centred by averaging data from January of current year to January of following year. e Estimate. r Revised.
Source 'OECD Main Economic Indicators'.

government's revised target of about 6 per cent. Meanwhile, industrial production continued to rise strongly, increasing by 2.3 per cent in the second quarter.

In the first quarter of the year the volume of exports continued below the level a year earlier, down by 11.4 per cent. Imports on the same comparison rose by 15 per cent. However, the sharp depreciation of the yen in the first half of this year has gone some way towards restoring the price competitiveness of Japanese exports. Nevertheless, Japan's trade surplus for the first half of the year fell to $3.36 billion from $12.29 billion a year earlier. In the same six months the current account balance showed a deficit of $1.68 billion as against a surplus of $8.55 billion in the first half of 1978. Influenced considerably by seasonal reductions in the price of fruit and vegetables, consumer prices rose only marginally in June, but this brought the rise over 12 months up to 3.8 per cent from 3.1 per cent in the year to May. The number unemployed fell to 1.13 million (seasonally adjusted) in May, about 2.0 per cent of the work force, remaining at this rate in the following month.

Federal Republic of Germany

Following a significant acceleration in the second half of 1978, the growth of demand and

Table 5 Consumer prices All goods and services

Indices 1975 = 100

	Belgium	Luxem-bourg	Denmark	France	F.R. of Germany	Ireland	Italy	Nether-lands	United Kingdom	EEC	Canada	United States	Japan	OECD
1974	88.7	90.3	91.3	89.5	94.4	82.7	85.5	90.7	80.5	88.8	90.3	91.6	89.4	89.9
1975	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
1976	109.2	109.8	109.0	108.6	104.5	118.0	116.8	108.8	116.5	110.1	107.5	105.8	109.3	108.5
1977	116.9	117.2	121.1	119.9	108.6	134.1	138.3	115.8	135.0	121.6	116.1	112.6	118.1	118.5
1978	122.1	120.8	133.2	130.8	111.4	144.3	155.1	120.5	146.2	130.4	126.5	121.2	122.6	128.0
1977 1st quarter	114.3	115.3	115.3	114.9	107.3	129.1	131.6	113.0	129.2	117.5	112.3	109.7	115.3	114.6
2nd	116.2	117.1	119.0	118.5	108.8	134.0	136.6	115.8	134.9	120.9	114.9	112.1	118.4	117.7
3rd	117.9	117.9	122.0	121.3	109.0	135.4	140.1	116.6	137.0	122.8	117.4	113.7	118.8	119.7
4th	119.3	118.4	128.3	123.6	109.3	137.8	144.8	117.8	139.0	124.8	119.9	115.0	119.8	121.8
1978 1st quarter	120.8	119.2	129.9	125.5	110.7	139.8	148.6	118.2	141.4	126.8	122.1	116.9	120.3	123.8
2nd	121.3	120.5	132.0	129.1	111.7	142.2	153.1	119.9	145.3	129.5	125.1	120.0	122.7	126.9
3rd	122.6	121.2	133.6	132.5	111.7	146.6	156.8	121.5	147.8	131.6	128.3	122.8	123.6	129.5
4th	123.9	122.3	137.5	135.3	111.8	148.7	161.5	122.6	150.3	133.7	130.3	125.3	123.9	132.0
1979 1st qtr	125.4	123.9	138.8	138.3	114.1	154.9	167.7	123.1	155.0	136.9	133.2	128.4	123.5	135.2
2nd	126.3	125.2	142.3	142.2	115.8	159.9	174.0 e	124.9	160.7	140.7	136.8	132.8	126.6	139.2
1978 January	120.3	119.0	129.2	124.5	110.2		146.9	117.5	140.6	125.9	121.2	116.1	119.6	123.0
February	120.8	119.2	129.8	125.5	110.8	139.8	148.4	118.0	141.4	126.8	121.9	116.9	120.1	123.8
March	121.1	119.6	130.7	126.6	111.1		150.3	119.0	142.3	127.7	123.3	117.7	121.2	124.7
April	121.2	120.2	131.2	127.9	111.4		151.8	119.8	144.4	128.8	123.6	118.8	122.5	126.0
May	121.4	120.4	132.3	129.2	111.7	142.2	153.2	120.0	145.2	129.6	125.3	119.9	123.2	127.0
June	121.4	120.8	132.6	130.2	112.0		154.5	119.9	146.3	130.3	126.4	121.2	122.5	127.8
July	122.1	121.0	132.9	131.7	112.0		155.4	120.8	147.0	131.0	128.3	122.0	123.0	128.8
August	122.6	121.1	133.5	132.5	111.7	146.6	156.2	121.4	147.9	131.5	128.4	122.7	123.1	129.3
September	123.1	121.3	134.4	133.4	111.4		158.7	122.3	148.5	132.2	128.2	123.6	124.6	130.3
October	123.4	122.0	136.9	134.6	111.4		160.1	122.6	149.2	132.9	129.5	124.6	124.8	131.3
November	123.8	122.4	137.7	135.3	111.7	148.7	161.8	122.6	150.2	133.7	130.5	125.3	123.5	131.8
December	124.4	122.4	137.8	136.0	112.2		162.6	122.5	151.5	134.4	130.9	125.9	123.3	132.9
1979 January	125.1	123.4	137.9	137.2	113.4		165.3	122.2	153.7	135.8	131.9	127.0	123.4	134.2
February	125.5	124.0	138.6	138.2	114.0	154.9	167.8	122.9	155.0	137.0	133.1	128.5	123.0	135.2
March	125.6	124.2	140.0	139.4	114.8		170.1	124.3	156.2	138.0	134.7	129.7	124.0	136.3
April	125.9	124.5	140.4	140.8	115.4		172.2	124.9	158.9	139.5	135.7	131.2	125.7	138.0
May	126.2	125.3	142.6	142.3	115.8	159.9	174.1	124.9	160.2	140.6	137.0	132.8	127.0	139.3
June	126.9	125.8	144.0	143.5	116.3		175.8 e	124.9	162.9	141.9	137.6	134.4	127.1	140.4
July	128.0 e			145.3 e	117.1 e				169.9		138.7 e	135.7 e		
Percentage change														
Latest month on same month a year earlier	4.8	4.2	8.6	10.3	4.6	12.4	13.8	4.2	15.6	8.[illegible]	8.1	11.2	3.8	9.9
Latest three months on previous three months	1.1	1.1	2.5	3.0	1.5	3.2	3.8	1.4	4.9	2.7	2.4	3.5	2.5	3.0
Latest three months on a year earlier	4.4	3.9	7.8	10.2	4.0	12.4	13.6	4.2	12.4	8.6	8.8	11.0	3.2	9.7

e Estimated.
Source: 'OECD Main Economic Indicators'.

Table 7 Industrial countries' trade
Seasonally adjusted

US $ thousand million

	Exports (fob) to			Imports (cif)[2] from		
	World	OECD	Rest of world [1]	World	OECD	Rest of world [1]
1974	532.93	380.65	152.28	583.08	390.95	192.13
1975	567.80	384.53	183.27	587.38	400.06	187.32
1976	630.49	440.16	190.33	676.31	453.28	223.03
1977	715.10	497.09	218.01	765.94	509.26	256.68
1978	857.84	593.35	264.49	886.61	611.99	274.62
1977 1st quarter	171.03	119.91	51.12	185.66	122.18	63.48
2nd	175.77	122.40	53.37	190.91	126.09	64.82
3rd	180.84	125.68	55.16	192.79	128.33	64.46
4th	187.36	129.33	58.03	196.20	131.80	64.40
1978 1st quarter [3]	196.90	135.82	61.08	206.32	141.06	65.26
2nd	207.16	142.68	64.48	212.91	147.07	65.84
3rd	218.27	150.99	67.28	224.44	155.60	68.84
4th	236.79	165.44	71.35	244.40	169.09	75.31
1979 1st quarter	239.16	160.54	78.62	248.49	173.45	75.04

[1] Includes goods for which no destination is given. [2] Imports into Canada and the United States are valued fob. [3] See table 9 note 4.
Source: 'OECD Series "A" '.

output slackened in the first quarter of 1979. GNP was virtually unchanged from the previous quarter while industrial production increased by less than 1 per cent. There was, however, an improvement in the second quarter with provisional estimates suggesting an increase in industrial production of nearly 3 per cent.

The volume of exports and imports in the first quarter of 1979 were respectively about 8 and 12 per cent higher than a year earlier. In both the first and second quarters of this year the crude trade surplus was lower than in the corresponding quarter of 1978. In the first half as a whole it was DM 14.9 billion compared with DM 19.4 billion in the first half of 1978. There was an even larger deterioration in the balance on current account reflecting, in addition, a significantly increased deficit on services, notably travel; the current balance showed a surplus of DM 0.9 billion in the first half of 1979 compared with one of DM 3.1 billion a year earlier.

Consumer prices increased by 0.6 per cent between June and July bringing the year-on-year increase to 4.6 per cent compared with 3.9 and 3.7 per cent in June and May respectively. A rise in value added tax from 12 to 13 per cent contributed to the latest increase. The number unemployed (seasonally adjusted) at about 880 000 in July had varied little since March. Even though the number unemployed is still high it has been reported that expansion of production is being inhibited by shortages of labour, especially of male employees and more particularly skilled workers.

France

Economic expansion appears to have slackened in the first half of this year. Compared with the previous quarter, real GDP is reported to have increased by 0.4 per cent in the first quarter following a rise of 1.7 per cent in the fourth quarter of last year. And industrial production in each of the first two quarters of this year was at much the same level as during the last quarter of 1978.

The volume of exports and imports increased respectively by about 7½ and 12 per cent in the first quarter of this year compared with a year earlier, while, on a seasonally adjusted basis, a foreign trade deficit of Fr fr 638 million was recorded in the first half of 1979 following surpluses in each half of last year.

Consumer price inflation accelerated in July, rising by 1.3 per cent, the biggest monthly increase for more than two years. This brought the rise over 12 months to 10.3 per cent. Unemployment, seasonally adjusted, increased in July for the eighth consecutive month to top 1.4 million.

Italy

Economic activity improved strongly towards the end of 1978 but moderated in the first half of this year. Industrial production, following a jump of about 6 per cent in the fourth quarter, increased by 1 per cent in the first quarter but, with labour disputes making a significant impact, fell in the second quarter.

In the first four months of this year the volume of exports and imports increased by some 16

Table 8 Exports (fob) Special trade [1], seasonally adjusted

US $ million

	Belgium/ Luxembourg	Denmark [2]	France	F.R. of Germany [2]	Ireland [2]	Italy	Nether- lands	United Kingdom [2]	EEC	Canada	United States [2] [5]	Japan [2]	OECD
1974	28 260	7 716	45 900	89 160	2 628	30 288	32 436	38 827	275 100	32 784	98 508	55 536	532 932
1975	28 812	8 712	52 212	90 024	3 216	34 824	34 440	44 270	295 992	32 304	107 652	55 752	567 804
1976	32 844	9 108	55 812	102 036	3 312	36 924	38 748	46 542	325 044	38 628	114 996	67 224	630 492
1977	37 488	10 068	63 516	117 936	4 392	45 036	43 680	57 526	379 620	41 556	120 168	80 496	715 104
1978 [4]	44 808	11 844	76 464	142 092	5 676	55 956	50 016	71 729	458 544	46 152	143 664	97 548	857 844
1977 1st quarter	9 010	2 526	15 125	27 822	956	10 557	10 530	12 977	89 354	10 250	30 003	19 133	171 027
2nd	9 210	2 390	15 341	28 863	1 017	11 233	10 770	14 292	92 944	10 178	30 270	19 631	175 767
3rd	9 277	2 525	16 236	29 718	1 172	11 098	11 248	14 950	96 370	10 396	30 558	20 309	180 839
4th	9 755	2 645	17 132	31 569	1 250	12 037	11 325	15 307	101 345	10 496	29 451	21 440	187 358
1978 1st quarter [4]	10 262	2 710	17 594	33 054	1 351	11 772	12 089	17 122	105 610	10 640	31 479	23 382	196 899
2nd	10 365	2 885	18 264	34 089	1 332	13 224	12 054	16 715	108 955	11 440	35 364	23 770	207 156
3rd	11 217	3 026	19 955	35 943	1 444	12 991	12 897	18 440	115 873	11 524	37 584	25 094	218 264
4th	12 594	3 288	21 204	39 176	1 565	17 704	13 398	19 500	128 847	12 165	39 427	25 520	236 793
1979 1st quarter	12 725	3 382	22 101	39 716	1 601	16 453	14 387	18 003	128 046	12 845	41 736	24 554	239 157
2nd								22 593					
1978 January [4]	3 520	887	5 680	(10 942)	475	3 704	4 008	5 369	34 490	3 293	(10 150 e)	7 607	64 058
February	3 282	933	5 747	(10 772)	423	4 062	4 032	6 068	35 210	3 792	(10 036 e)	7 971	65 823
March	3 460	890	6 167	(10 680)	453	4 006	4 049	5 685	35 910	3 555	(10 897 e)	7 804	67 018
April	3 549	947	6 227	(12 108)	455	4 657	3 962	5 607	36 851	4 299	(11 975)	7 802	69 736
May	3 397	933	5 848	(10 354)	422	4 286	4 032	5 528	34 885	3 570	(11 720)	7 961	67 004
June	3 419	1 005	6 189	(12 293)	455	4 281	4 060	5 580	37 219	3 571	(12 112)	8 007	70 416
July	3 650	902	6 537	(10 664)	457	4 122	4 164	5 990	36 591	3 619	(12 054)	8 026	68 760
August	3 740	1 027	6 453	12 169	477	4 318	4 235	6 203	38 578	3 646	12 390	8 354	72 606
September	3 827	1 097	6 965	12 910	510	4 551	4 498	6 247	40 704	4 259	13 412	8 714	76 898
October	4 281	1 110	7 176	13 346	499	5 281	4 583	6 526	42 953	3 819	12 774	8 382	78 171
November	4 348	1 050	7 208	13 172	545	5 326	4 405	6 427	43 127	4 189	13 134	8 787	79 541
December	3 965	1 128	6 820	12 658	521	7 097	4 410	6 547	42 767	4 157	13 519	8 351	79 081
1979 January	3 925	1 098	7 153	13 178	476	4 682	4 585	6 037	41 001	4 201	13 406	7 960	77 321
February	4 522	1 026	7 413	13 160	559	6 500	4 778	5 446	43 077	3 885	13 951	8 269	79 564
March	4 278	1 258	7 535	13 378	566	5 271	5 024	6 520	43 968	4 759	14 379	8 325	82 272
April		1 127	7 470	14 036	530	5 532	4 899	7 083		4 331	13 758	7 646	
May		1 061	7 835	13 814				7 345			13 696		
June								8 165					
July								8 403					

[1] See notes to table 9.

Source: United Kingdom. Department of Trade; all others: 'OECD Series "A" '

Table 9 **Imports** (cif) Special trade [1], seasonally adjusted

US $ million

	Belgium/ Luxembourg	Denmark [2]	France	F.R. of Germany [3]	Ireland [2]	Italy	Nether-lands	United Kingdom [2]	EEC	Canada [3]	United States [2 3 5]	Japan	OECD
1974	29 700	9 852	52 824	68 976	3 816	40 968	33 204	54 344	293 568	32 292	100 968	62 112	583 080
1975	30 708	10 332	54 240	74 208	3 804	38 364	35 148	53 618	300 048	33 960	96 936	57 864	587 376
1976	35 352	12 420	64 392	87 780	4 200	43 368	39 948	56 269	343 428	37 956	121 788	64 800	676 308
1977	40 248	13 260	70 488	100 704	5 388	47 556	45 600	63 740	386 940	39 540	147 852	70 812	765 936
1978 [4]	48 360	14 760	81 684	120 672	7 116	56 364	52 872	78 652	460 404	43 560	173 292	79 344	886 608
1977 1st quarter	9 379	3 285	17 317	23 985	1 243	11 910	11 224	15 322	93 627	9 874	35 460	17 625	185 655
2nd	9 564	3 282	17 338	24 240	1 286	12 074	11 280	16 429	95 262	10 081	37 788	17 610	190 907
3rd	9 487	3 372	17 854	25 836	1 417	11 344	11 581	15 779	96 . 40	9 850	37 284	17 698	192 793
4th	10 125	3 291	18 236	26 883	1 474	12 143	11 693	16 210	100 025	9 871	37 758	17 928	196 200
1978 1st quarter [4]	10 992	3 467	19 144	28 464	1 524	11 953	12 419	18 977	106 689	9 660	40 809	18 429	206 318
2nd	10 851	3 500	19 567	28 548	1 748	12 741	12 524	18 754	107 813	11 148	43 236	18 999	212 913
3rd	11 869	3 773	20 901	30 513	1 937	13 854	13 639	20 239	116 745	10 914	44 175	20 172	224 439
4th	12 983	4 123	22 578	33 626	1 949	17 332	14 751	20 681	128 592	11 843	46 123	21 891	244 395
1979 1st quarter	13 008	4 078	23 665	35 209	2 074	16 844	14 668	21 481	130 902	12 627	45 444	23 487	248 492
2nd								25 050					
1978 January [4]	3 626	1 150	6 397	(9 824)	537	3 807	4 117	6 257	35 266	3 059	(12 582)	6 176	67 254
February	3 673	1 148	6 180	(9 252)	515	4 071	4 145	6 163	35 049	3 691	(14 848)	6 277	70 243
March	3 693	1 169	6 567	(8 978)	472	4 075	4 157	6 557	36 374	2 910	(13 348)	5 976	68 821
April	3 535	1 143	6 530	(10 104)	546	4 326	4 253	5 666	35 309	4 253	(15 328)	6 584	71 768
May	3 664	1 179	6 529	(9 050)	597	4 502	4 233	6 562	36 359	3 430	(14 165)	6 655	71 020
June	3 652	1 178	6 508	(9 823)	605	3 913	4 038	6 526	36 145	3 465	(13 707)	5 760	70 125
July	3 753	1 175	6 729	(9 686)	604	5 133	4 480	6 522	38 074	3 707	(15 643)	6 384	73 624
August	4 096	1 291	6 977	10 113	673	4 233	4 534	6 698	38 658	3 440	13 778	6 706	73 207
September	4 020	1 307	7 195	10 664	660	4 488	4 625	7 019	40 013	3 767	15 358	7 082	77 608
October	4 379	1 385	7 548	11 237	681	4 844	4 918	6 861	42 028	3 843	15 402	6 911	80 798
November	4 334	1 351	7 522	11 264	695	5 384	5 039	6 992	43 422	3 836	14 931	7 412	81 616
December	4 270	1 387	7 508	11 125	573	7 104	4 794	6 828	43 142	4 164	15 790	7 568	81 981
1979 January	3 965	1 300	7 730	11 609	673	5 068	4 602	6 597	41 449	4 104	14 974	7 481	79 631
February	4 523	1 336	8 064	11 558	677	5 895	4 926	7 373	43 880	3 975	15 354	7 971	83 264
March	4 520	1 442	7 871	12 042	724	5 881	5 140	7 511	45 573	4 548	15 116	8 035	85 597
April		1 466	7 863	11 703	809	5 071	5 015	8 215		4 259	15 865	8 380	
May		1 544	8 782	13 031				8 098			16 537		
June								8 737					
July								9 183					

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] fob. [4] In these tables, from January 1978, the trade of Ireland, United Kingdom, United States, Italy and Japan are classified according to SITC Rev 2. The changes are described in an article in *Trade and Industry* 10 February 1978, which also gives for the UK an indication of the magnitude of the change. It is thought that other countries have also adopted this classification from the beginning of 1978, but the extent of the discontinuity has not been ascertained. [5] The OECD has revised the seasonally adjusted figures. It has been possible to include only the published revisions at this stage, therefore figures in parenthesis are still on the old basis.

Source: United Kingdom, Department of Trade; all others: 'OECD Series "A"'.

and 21 per cent respectively compared with the same period a year earlier. The crude trade balance deteriorated; provisional figures indicate a first half deficit of 1335 billion lire (largely attributable to imports of oil products), compared with 172 billion lire a year earlier.

Inflation continues to cause concern. A 1.1 per cent rise in May brought the increase over 12 months to 13.7 per cent. Unemployment appears to have been rising since the middle of last year, reaching nearly 1.7 million in the second quarter of this year.

Exports of manufactures

Exports of manufactures by developed market economies increased by about 5 per cent in volume in 1978 according to provisional United Nations figures, while in US dollar value terms they increased by about 20 per cent. Estimates of shares in the 12 'main manufacturing countries' exports of manufactures suggest that the UK increased her share marginally in 1978 compared with 1977, with Switzerland and Italy also showing small increases; the USA share declined.

Special note to table 13

Comparisons of trade in manufactures in 1978 with earlier periods may be misleading. A number of countries are now classifying their trade according to SITC (Rev 2). Countries whose figures are known to be on this classification from 1 January 1978 are United States, the Federal Republic of Germany, United Kingdom, Sweden and the Netherlands.

There have been other changes to the United Kingdom's external trade statistics details of which were given in an article in *Trade and Industry* of 10 February 1978. Under SITC (Rev 2) there has been a change in the coverage of manufactured goods. The magnitude of the change is indicated in the table below for countries which have published figures on both SITC (R) and SITC (Rev 2) for one year.

EXPORTS OF MANUFACTURES (SITC 5-8) US$ billion

	SITC (R) 1977	SITC (Rev 2) 1977
United States [1]	80.45	80.15
United Kingdom	46.77	47.43
Netherlands	23.87	23.79 e
Sweden	15.59	15.36

[1] Includes special category exports. e Estimated.

Table 10 **Balance of payments on current account**

US $ million (unadjusted)

	Belgium/ Luxembourg	Denmark	France	F.R. of Germany	Ireland	Italy	Nether-lands	United Kingdom	EEC	Canada	United States	Japan
1974	911	−981	−5 845	9 874	−672	−8 040	2 213	−8 302	−10 842	−1 487	1 720	−4 692
1975	705	−491	123	3 579	−25	−555	1 997	−4 055	1 278	−4 696	18 456	−681
1976	−14	−1 909	−5 912	3 484	−261	−2 855	2 716	−1 907	−6 658	−3 839	4 339	3 681
1977	−723	−1 681	−3 296	4 319		2 285	363	710		−3 930	−14 080	10 911
1978	−381	−1 400	3 794	8 930		6 285	−1 430	861		−4 624	−13 886	17 502
1977 1st quarter	123	−480	−1 636	1 208		−1 025	262	−958		−1 484	−2 461	889
2nd	−407	−395	−474	1 130		336	−123	−531		−1 173	−2 096	2 181
3rd	−543	−396	−1 190	−1 911		2 298	−181	1 084		−512	−5 183	3 261
4th	105	−410	7	3 893		675	403	1 114		−762	−4 340	4 581
1978 1st quarter	−95	−502	−183	2 128		268	−218	−1 183		−1 354	−5 800	3 964
2nd	−66	−102	1 880	1 780		1 777	−316	448		−1 153	−2 856	4 579
3rd	−418	−253	656	150		2 597	−1 048	607		−499	−5 946	5 122
4th	7	−543	1 440	4 870		1 625	152	990		−1 618	718	3 840
1979 1st quarter				1 404				−1 754			1 469	−531

Source: United Kingdom Economic Trends. All others: IMF International Financial Statistics.

Table 13 **Exports of manufactures by the main manufacturing countries** [1]

	Canada [4]	United States [2] [3]	Japan	Sweden [3]	Switzerland	Belgium/ Luxembourg	France	FR of Germany [3]	Italy [4]	Nether-lands [3]	United Kingdom [3] (seasonally adjusted)	Total [1] (seasonally adjusted)	UK share per cent
Value US $ thousand million (fob)													
1974	16.52	62.26	52.50	12.12	10.91	23.03	33.60	78.95	24.88	18.95	32.02	365.78	8.8
1975	16.68	69.46	53.17	13.84	12.04	22.80	40.12	79.62	29.14	19.32	36.58	392.78	9.3
1976	20.65	75.95	64.58	14.77	13.66	26.04	43.01	90.73	31.18	22.32	38.54	441.41	8.7
1977	23.08	78.92	77.70	15.59	16.15	29.34	49.71	104.35	38.01	23.77	46.77	503.39	9.3
1978 p	26.70	92.04	94.29	17.90	22.15	35.62	59.88	125.23	47.66	27.88	57.60		
1975 1st quarter	3.97	16.89	12.51	3.54	2.95	6.16	10.25	19.78	6.92	4.86	9.37	99.24	9.4
2nd	4.35	17.93	13.04	3.77	3.13	6.00	10.98	21.02	7.28	5.13	9.11	98.67	9.2
3rd	3.73	16.48	13.14	2.91	2.71	4.72	8.62	18.40	7.18	4.16	8.77	94.97	9.2
4th	4.63	18.16	14.48	3.62	3.25	5.92	10.27	20.41	7.76	5.16	9.33	99.89	9.3
1976 1st quarter	4.63	18.22	13.80	3.51	3.08	6.08	10.40	20.80	6.81	5.01	9.58	104.64	9.2
2nd	5.58	19.94	15.75	3.68	3.44	6.64	11.23	21.90	7.46	5.31	9.49	106.62	8.9
3rd	4.99	17.96	16.79	3.46	3.20	5.86	9.62	22.26	7.84	5.38	9.60	111.79	8.6
4th	5.44	19.83	18.23	4.12	3.95	7.47	11.75	25.77	9.07	6.61	9.88	118.36	8.3
1977 1st quarter p	5.58	19.40	17.08	3.92	3.61	7.28	12.04	24.74	8.45	5.88	10.55	121.76	8.7
2nd p	6.19	20.59	18.98	4.05	3.81	7.55	12.69	25.41	9.62	5.89	11.54	121.94	9.5
3rd p	5.18	19.13	19.87	3.23	3.84	6.62	11.29	24.85	9.12	5.66	12.20	126.51	9.6
4th p	6.13	19.80	21.76	4.40	4.88	7.88	13.69	29.35	10.82	6.34	12.49	133.18	9.4
1978 1st quarter p	5.91	20.12	21.16	4.02	4.91	8.55	13.87	28.68	9.17	6.71	13.90		
2nd p	7.30	23.39	22.93	4.55	5.34	8.63	15.31	30.42	11.59	6.89	13.41		
3rd p	6.03	22.71	24.48	3.98	5.52	7.90	13.72	29.80	10.85	6.56	14.69		
4th p	7.47	25.81	25.72	5.35	6.38	10.53	16.97	36.33	16.04	7.72	15.59		
1979 1st qtr p	7.12	26.94	22.50	4.98			17.74	35.16		7.98	14.18		
2nd p		28.88						36.30			17.66		
Volume index 1975 = 100													
1974	105	104	96	106	108	109	102	112	100	108	103	105	
1975	100	100	100	100	100	100	100	100	100	100	100	100	
1976	113	102	123	102	111	115	109	114	114	119 e	109	112	
1977 p	126	101	134	102	124	119	118	119	123	116 e	118	117	
1978 p			132	107	131	126	123	124		117	120		
1975 1st quarter	92	99	93	101	93	100	102	96	93	94	100	99	
2nd	104	103	98	104	102	101	104	102	99	101	98	98	
3rd	92	95	100	88	95	87	88	95	100	91	98	99	
4th	112	103	109	107	110	112	104	108	109	115	104	104	
1976 1st quarter	102	101	105	101	103	111	106	109	105	113 e	105	108 e	
2nd	121	108	121	104	112	120	114	113	115	117 e	109	110 e	
3rd	109	97	128	96	104	104	98	111	111	116 e	109	112 e	
4th	122	104	137	106	126	125	120	122	126	132 e	112	116 e	
1977 1st quarter p	118	102	125	99	118	121	118	116	114	117 e	114	117 e	
2nd p	133	107	133	104	122	124	123	118	126	116	118	115	
3rd p	114	98	136	85	118	107	105	112	116	111	123	117	
4th p	137	98	142	119	137	125	125	128	135	122	117	119	
1978 1st quarter p	124		135	102	126	127	122	118	109	116	119	120	
2nd p	151		129	111	135	126	129	125	138	119	119	121	
3rd p	129		130	94	124	112	109	118		110	121		
4th p			135	121	138	139	132	133		121	122		
1979 1st qtr p			118				131	126			107		
2nd p											127		

Unit value index in US $ 1975 = 100												Weighted average ex UK	Ratio of UK to weighted average
1977 weights	0.0401	0.1487	0.1674	0.0393	0.0360	0.0616	0.1131	0.2564	0.0852	0.0524			
1974	94	86	101	82	84	93	82	88	85	91	86	89	96.0
1975	100	100	100	100	100	100	100	100	100	100	100	100	100.0
1976	109	107	99	104	102	100	98	100	93	96 e	98	101	97.6 e
1977	110	112	108	111	108	108	105	110	106	106 e	113	109	103.0 e
1978			134	121	140	124	122	127		124	136		
1975 1st quarter	104	98	101	101	105	108	100	104	102	107	102	102	100.1
2nd	100	100	100	105	102	104	105	104	101	105	102	102	99.6
3rd	97	100	99	96	95	95	98	97	99	95	98	98	100.1
4th	99	102	100	98	98	93	98	95	98	93	98	98	100.1
1976 1st quarter	109	104	99	100	99	96	98	96	89	92 e	100	98 e	102.0 e
2nd	111	106	98	102	102	97	98	97	89	94 e	96	99 e	96.4 e
3rd	110	107	99	104	102	99	98	101	97	96 e	99	101 e	97.9 e
4th	107	110	100	112	104	105	98	106	99	104 e	98	104 e	94.2 e
1977 1st quarter	113	110	103	114	102	106	102	107	102	104 e	105	106 e	98.8 e
2nd	112	111	107	112	104	107	103	108	105	105	110	108	102.2
3rd	109	113	110	110	108	109	107	111	108	106	114	110	103.6
4th	107	116	115	107	118	111	109	115	110	108	121	113	107.2
1978 1st quarter	114		118	114	129	118	113	122	115	120	131	119 p	110.5 p
2nd	116		134	118	131	120	118	122	115	120	128	123 p	104.2 p
3rd	112		142	123	148	124	126	127		123	138	129 p	107.4 p
4th			143	128	153	133	128	137		132	146		
1979 1st qtr			143				135	140			153		

[1] See special note at end of text. [2] Excluding 'special category exports' for which detailed information on countries of destination is withheld by the United States authorities. [3] SITC (rev 2) from 1 January 1978. [4] Revised volume and unit value data for Canada and Italy are being obtained. Meanwhile this table will continue to show indices on the old basis. p Provisional. e Estimate.
Sources: Values. United Kingdom and total: DTI. Other countries: OECD updated from national sources. Volume. Derived from the value figures and the unit value index numbers. Unit values. United Kingdom and total: DTI. Other countries: United Nations. The weighting reflects the relative importance of each country in UK's overseas markets. The ratio indicates the UK competitive position.

Tables 11 and 12 have been withdrawn while alternative sources and methods are being investigated. Further information may be obtained from Department of Trade, ECS5A4, Room 243A, 1 Victoria Street, London SW1, tel. 01-215 5721.

Inquiries: Department of Trade, Room 243A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 3126.

The economy: selected indicators[1]

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers'	of which: Retailers'	Current balance	Visible balance	Invisible balance
	at 1975 prices		at 1975 prices			at 1975 prices				at current prices		
Base of index Series in Stock level at end-1978	1975	£ million	£ million			£ million 37,261	20,084	4,671	3,825	£ million		
1973	103.3	65 586	..	3 440	4 519	..	1 170	432	633	−967	−2 383	1 416
1974	101.4	64 162	..	3 782	4 477	..	1 281	361	−185	−3 550	−5 235	1 685
1975	100.0	63 328	..	3 522	3 851	..	−1 120	−249	−106	−1 787	−3 236	1 449
1976	102.9	63 479	..	3 341	3 929	..	351	131	219	−1 072	−3 601	2 529
1977	104.9	62 897	..	3 637	4 390	..	509	412	48	371	−1 744	2 115
1978	108.2	66 431	..	3 853	4 709	..	547	−15	364	443	−1 175	1 618
1976 3rd qtr	103.3	15 910	..	844	1 001	..	163	69	105	−421	−1 136	715
4th qtr	104.2	15 989	..	850	1 013	..	1 304	38	58	−292	−966	674
1977 1st qtr	103.8	15 610	..	876	1 066	..	251	103	130	−401	−946	545
2nd qtr	104.5	15 535	..	898	1 058	..	199	273	24	−253	−779	526
3rd qtr	104.8	15 849	..	919	1 117	..	4	−40	−52	513	−3	516
4th qtr	106.5	15 903	..	944	1 149	..	55	113	−54	512	−16	528
1978 1st qtr	106.0	16 326	..	946	1 157	..	112	34	73	−369	−596	227
2nd qtr	108.4	16 456	..	970	1 190	..	137	−49	154	208	−173	381
3rd qtr	109.2	16 831	..	956	1 163	..	169	21	63	154	−367	521
4th qtr	109.2	16 818	..	971	1 199	..	129	−22	74	450	−39	489
1979 1st qtr	107.4	17 021	..	952	1 201	..	53	81	95	−1 200[3]	−1 600[3]	400[3]
2nd qtr		17 673 pe	..	965 p	1 286 p	..	55 p	146 p	69 p	−700[3] p	−1 100[3]	300[3] p
% change last 2 qtrs on prev. 2 qtrs.	−0.5	+3.1		−1.0	+5.3							
on a year earlier	+1.9	+5.8		+0.1	+6.0							

	Industrial production		Personal expenditure	Prices and earnings					Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Retail prices: % increase on a year earlier		Taxes and prices	Average gross earnings whole economy (GB, new series)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
	at 1975 prices		at 1971 prices	(not seasonally adjusted)						thousands		thousands	On a balance of payment basis: at 1975 prices	
Base of index	1975	1975	1971	1975	1975	Jan 1974		Jan 1978	Jan 1976				1975	1975
£m in base year			16 296										19 463	22 699
1974	105.1	106.5	109.0	86.8	81.8	108.5	16.0	..	..	599.7[2]	2.6[2]	301.6[2]	104.2	109.7
1975	100.0	100.0	106.7	100.0	100.0	134.8	24.2	..	..	929.1	3.9	148.0[2]	100.0	100.0
1976	102.0	101.4	106.5	127.0	117.3	157.1	16.5	..	106.0	1 269.3[2]	5.3[2]	119.7[2]	109.7	105.6
1977	105.8	102.8	103.6	145.6	140.5	182.0	15.8	..	113.6	1 378.0	5.7	115.8[2]	118.9	107.2
1978	109.8	103.7	109.2	144.6	153.3	197.1	8.3	101.1	130.6	1 376.5	5.7	210.4	122.9	112.6
1977 1st qtr	105.6	103.9	103.3	144.8	133.0	174.1	16.5	..	111.7	1 333.3	5.5	..	115.9	108.8
2nd qtr	105.5	102.4	102.4	148.8	139.6	181.9	17.4	..	114.5	1 353.4	5.6	154.3	117.7	110.6
3rd qtr	106.3	103.0	104.2	146.5	143.8	184.7	16.5	..	116.4	1 403.1	5.8	153.7	124.6	107.3
4th qtr	105.9	101.8	104.7	142.2	145.8	187.4	13.1	..	119.9	1 422.2	5.9	163.6	117.3	102.3
1978 1st qtr	106.9	102.3	106.4	140.2	149.2	190.6	9.5	100.7	123.1	1 415.7	5.9	185.9	119.6	113.5
2nd qtr	110.7	104.5	107.9	146.3	151.8	195.8	7.7	99.1	129.9	1 388.6	5.7	206.3	122.2	109.7
3rd qtr	111.6	105.1	110.7	144.9	154.8	199.2	7.8	101.2	133.2	1 367.9	5.7	215.2	124.8	114.9
4th qtr	101.0	102.7	111.7	147.1	157.3	202.6	8.1	103.3	136.4	1 333.7	5.5	234.2	124.8	112.3
1979 1st qtr	109.7	102.0	110.3	152.2	161.6	208.9	9.6	107.2	140.2	1 356.7	5.6	232.6	110	118
2nd qtr	114.5 p	106.0 p	116.7	161.3 p	168.0 p	216.6	10.6	112.0	147.3 p	1 304.2	5.4	255.0	134	135
1978 Jun	111.1	104.9	108.6	147.0	152.7	197.2	7.4	100.0	133.1	1 378.1	5.7	213.4	121.9	111.1
Jul	111.7	105.1	111.0	145.8	153.8	198.1	7.8	100.5	133.6	1 370.2	5.7	211.1	125.7	114.3
Aug	112.2	105.9	111.7	144.2	154.8	199.4	8.0	101.3	131.7	1 373.4	5.7	211.8	124.5	111.3
Sep	110.8	104.4	109.6	144.8	155.7	200.2	7.8	101.8	134.2	1 360.2	5.6	222.8	124.3	119.1
Oct	108.9	102.0	110.2	145.7	156.6	201.1	7.8	102.4	135.2	1 349.9	5.6	231.8	125.9	110.8
Nov	109.9	102.7	110.5	147.3	157.1	202.5	8.1	103.2	136.1	1 331.7	5.5	234.9	122.5	113.7
Dec	111.3	103.5	113.8	148.3	158.3	204.2	8.4	104.3	138.0	1 319.6	5.5	235.9	126.0	112.5
1979 Jan	104.1	93.9	109.6	150.8	160.0	207.2	9.3	106.1	135.7	1 342.1	5.6	235.7	113	107
Feb	111.8	104.6	110.4	152.2	161.7	208.9	9.6	107.2	141.1	1 366.5	5.7	228.9	101	117
Mar	113.0	107.5	110.8	153.5	163.2	210.6	9.8	108.2	143.7	1 361.5	5.6	233.1	117	129
Apr	113.3	105.3	115.4	158.4	165.5	214.2	10.1	110.5	144.3	1 327.4	5.5	245.3	139	135
May	114.3	105.3	113.5	161.0	167.7	215.9	10.3	111.6	146.9	1 306.4	5.4	257.3	134	137
Jun	116.0 p	107.2 p	120.3	164.5 p	170.8 p	219.6	11.4	113.8	150.7 p	1 278.7	5.3	262.4	130	133
Jul			108½ p	164.7 p	174.5 p	229.1	15.6	113.8		1 278.7	5.3	253.0	134	127
Aug										1 264.7	5.2	245.5		
% change latest 3 months														
on prev. 3 months	+4.4	+3.9	+2.2	+5.6	+4.6	+4.8		+4.1	+5.1	−4.3		+3.4	+11½	+4
on a year earlier	+3.4	+1.4	+4.9	+11.5	+11.9	+12.5		+13.3	+13.4	−7.3		+19.6	+8	+17

p provisional. pe Preliminary estimate. [1] including figures published on or before 31 August 1979. [2] Average of available months. [3] Figures for 1979 to nearest £100 million.

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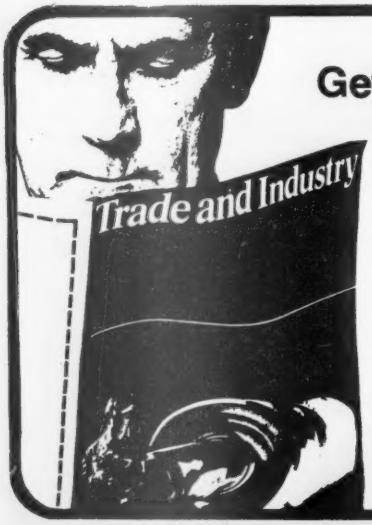

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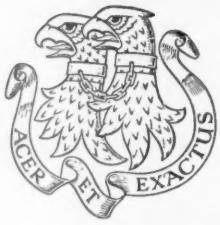

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